

UNITED STATES DISTRICT COURT  
DISTRICT OF MASSACHUSETTS

Douglas Dynamics, LLC, d/b/a/ Western  
Products,

Plaintiff,

v.

B&P SUPPLY, INC.,

Defendant

CIVIL ACTION

Docket No: 3:04-cv-11467-MAP

**DECLARATION OF MICHAEL J. SCHAUT IN SUPPORT OF PLAINTIFF'S  
MOTION FOR SUMMARY JUDGMENT**

I, Michael J. Schaut, under pains and penalty of law, hereby declare that the following is true based upon my own knowledge:

1. I am the Controller of Plaintiff Douglas Dynamics, LLC, d/b/a/ Western Products ("Western"), a Limited Liability Company formed under the laws of the State of Delaware, with its principal place of business in Milwaukee, Wisconsin.

2. I make this declaration in support of Western's opposition to Defendant B&P Supply, Inc.'s ("B&P") motion for summary judgment.

3. I have reviewed Western's business records, with respect to the matters set forth in this affidavit, and I make this affidavit based on my personal knowledge of the contents of those business records.

4. For over 50 years, Western has been in the business of manufacturing and selling snow and ice removal equipment and accessories such as snowplows and snowplow assemblies. Western typically sells its products through selected outlets, which are authorized to purchase products from Western for retail sale to the general public. Western does not sell franchises.

5. Selection as an outlet authorized to sell Western's products does not constitute the grant of a franchise or any other exclusive or special right to purchase or sell Western's products. Aside from the costs of the goods sold, Western does not charge its authorized outlets any franchise fee or other charges.

6. B&P Supply, Inc. ("B&P") is a corporation that sells snow and ice removal equipment and accessories throughout Western New England and Eastern New York. According to Western's records, in July 1982, Western orally agreed to allow B&P act as an authorized outlet for Western's products and to purchase products from Western for resale to consumers. Western and B&P never signed a written distributorship agreement.

7. During the period from November 2003 through March 2004, Western sold and delivered to B&P, and B&P purchased and accepted from Western, snow and ice removal equipment and accessories with a total sales price of \$118,727.12. Western continued to sell products to B&P through March 2004, even though some of the invoices for the products B&P had purchased from Western remained unpaid for more than three months. A true and accurate copy of B&P's statement of account as of June 30, 2005 is attached hereto as Exhibit A.

8. In accordance with Western's Credit Policy, Western has assessed late fees on B&P's account from March 2004 through July 2005 at the rate of 1.5% per month. As of July 15, 2005, approximately \$29,171.10 of unpaid interest has accrued with respect to the amounts overdue and unpaid by B&P.

9. Every time that B&P purchased products from Western, it would receive an invoice for the purchases. True and accurate copies of the invoices for the purchases that B&P made during the period from November 2003 through March 2004 are attached hereto as Exhibit B.

10. The bottom of the invoices for the purchases that B&P made from Western clearly state:

A LATE FEE OF 18% PER YEAR WILL BE CHARGED ON ALL PAST DUE ACCOUNTS TO THE EXTENT PERMITTED BY APPLICABLE LAW.

SELLER REPRESENTS THAT ALL GOODS COVERED BY THIS INVOICE WERE PROCESSED IN COMPLIANCE WITH THE REQUIREMENTS OF SECTION 12(A) AND ALL APPLICABLE REQUIREMENTS OF THE FAIR LABOR STANDARDS ACT OF 1938 AS AMENDED.

ALL SALES SUBJECT TO WESTERN PRODUCTS CREDIT POLICY, WARRANTY MANUAL, AND TERMS OF SALE PREVIOUSLY PROVIDED TO CUSTOMER.

11. According to Western's records, since at least as early as 2002, Western has provided B&P with copies of its Terms of Sale and Credit Policy on an annual basis. True and accurate copies of the Western's Terms of Sale and Credit Policy are attached hereto as Exhibit C.

12. Western reserves the right to sell to others and to decline to sell to an authorized outlet for any reason, in Western's sole discretion, at any time. For example, paragraph 2 of Western's Terms of Sale is entitled "Products" and it provides as follows:

You may produce [*sic*] those products authorized by us from time to time, and we reserve the right to discontinue, withdraw or limit the sale of any and all products, and to change the design and specifications of the products.

13. In addition, paragraph 5 of Western's Terms of Sale is entitled "Nonexclusivity" and it provides as follows:

Although Western Products uses care in selecting its authorized outlets, you agree that your approval as an authorized outlet in no way constitutes the grant of a franchise or other exclusive or special right to purchase or sell Western Products' products. There is no franchise fee or other charge to you, other than the costs of the goods sold to you. We reserve the right to sell to others and to decline to sell to you for any reason or no reason, in our sole discretion, at any time.

14. According to Western's records, from March 2004 through April 2004, employees at Western called B&P six times and demanded that B&P pay its outstanding invoices. For example, Karen Gutknecht called Peter Dus at B&P on March 2, 2004, Robert Hannum called Peter Dus at B&P on March 8, 2004, Robert Young called Peter Dus at B&P on March 18, 2004, Dan Bousman and Robert Young called Peter Dus at B&P on March 22, 2004, Karen Gutknecht and Robert Young called Peter Dus at B&P on March 24, 2004, and Robert Hannum called Peter Dus at B&P on April 5, 2004.

15. On April 13, 2004, Robert Young at Western sent a letter to Peter Dus at B&P and demanded that B&P pay its outstanding invoices. A true and accurate copy of that letter is attached hereto as Exhibit D. In the letter, Western offered to allow B&P to take a 1% cash discount on the past due invoices and waive the late fees that had accumulated, if B&P paid off the balance of its account within 10 days of receipt of the letter. B&P did not accept Western's offer and refused to pay off its account.

16. Despite Western's repeated demands to B&P to make payment on the outstanding invoices, B&P failed and refused to make any such payment to Western. According to Western's records, B&P did not attempt to purchase any additional products from Western after April 9, 2004, and Western never refused to fill any order placed by B&P.

DATED: July 15, 2005

I DECLARE, PURSUANT TO 28 U.S.C. § 1746, UNDER PENALTY OF PERJURY THAT THE FOREGOING IS TRUE AND CORRECT.

/s/ Michael J. Schaut

Michael J. Schaut

**CERTIFICATE OF SERVICE**

I hereby certify that on July 15, 2005, I electronically filed the **DECLARATION OF MICHAEL J. SCHAUT IN SUPPORT OF PLAINTIFF'S MOTION FOR SUMMARY JUDGMENT** with the Clerk of Court using the CM/ECF system. I also served a copy of the same, via First-Class Mail, postage prepaid, upon the following:

Jack E. Houghton, Jr.  
78 Bartlett Avenue  
Pittsfield, MA 01201  
(413) 447-7385

DATED: July 15, 2005

/s/ Christopher R. Drury  
Christopher R. Drury  
cdrury@piercatwood.com

PIERCE ATWOOD LLP  
One Monument Square  
Portland, ME 04101  
(207) 791-1100

*Attorney for Plaintiff Douglas Dynamics, LLC  
d/b/a/ Western Products*

Statement of Account as of: 6/30/2005



Remittance Address:  
Western Products  
25028 Network Place  
Chicago, IL 60673-1250

B & P SUPPLY  
NON-CURRENT  
NON-CURRENT

Invoice #	Sufx	Terms Code/ Description	Invoice Date	Due Date	Amount Due	Current	1 to 30	31 to 60	61 to 90	91+
139595	0	1 1% 10 NET 30	11/26/2003	12/26/2003	335.43	0.00	0.00	0.00	0.00	335.43
140189	0	1 1% 10 NET 30	12/2/2003	1/1/2004	331.21	0.00	0.00	0.00	0.00	331.21
140427	0	1 1% 10 NET 30	12/3/2003	1/2/2004	247.85	0.00	0.00	0.00	0.00	247.85
140589	0	1 1% 10 NET 30	12/4/2003	1/3/2004	4.50	0.00	0.00	0.00	0.00	4.50
141464	0	1 1% 10 NET 30	12/8/2003	1/7/2004	61690.26	0.00	0.00	0.00	0.00	61690.26
142601	0	1 1% 10 NET 30	12/13/2003	12/13/2003	-450.00	0.00	0.00	0.00	0.00	-450.00
142865	0	1 1% 10 NET 30	12/15/2003	1/14/2004	282.96	0.00	0.00	0.00	0.00	282.96
143265	0	1 1% 10 NET 30	12/16/2003	1/15/2004	746.27	0.00	0.00	0.00	0.00	746.27
143585	0	1 1% 10 NET 30	12/18/2003	1/17/2004	342.11	0.00	0.00	0.00	0.00	342.11
143657	0	1 1% 10 NET 30	12/18/2003	1/17/2004	123.39	0.00	0.00	0.00	0.00	123.39
144114	0	1 1% 10 NET 30	12/22/2003	1/21/2004	2357.93	0.00	0.00	0.00	0.00	2357.93
144237	0	1 1% 10 NET 30	12/22/2003	1/21/2004	224.39	0.00	0.00	0.00	0.00	224.39
144289	0	1 1% 10 NET 30	12/22/2003	1/21/2004	588.37	0.00	0.00	0.00	0.00	588.37
144300	0	1 1% 10 NET 30	12/22/2003	1/21/2004	347.71	0.00	0.00	0.00	0.00	347.71
144614	0	1 1% 10 NET 30	12/23/2003	1/22/2004	398.64	0.00	0.00	0.00	0.00	398.64
144802	0	1 1% 10 NET 30	12/26/2003	1/25/2004	132.60	0.00	0.00	0.00	0.00	132.60
144819	0	1 1% 10 NET 30	12/26/2003	1/25/2004	648.90	0.00	0.00	0.00	0.00	648.90
144954	0	15 NET	12/26/2003	12/26/2003	-274.22	0.00	0.00	0.00	0.00	-274.22
144983	0	15 NET	12/26/2003	12/26/2003	-90.40	0.00	0.00	0.00	0.00	-90.40
145252	0	15 NET	12/29/2003	12/29/2003	326.88	0.00	0.00	0.00	0.00	326.88
145704	0	15 NET	12/30/2003	12/30/2003	-973.86	0.00	0.00	0.00	0.00	-973.86
145705	0	15 NET	12/30/2003	12/30/2003	-265.20	0.00	0.00	0.00	0.00	-265.20
145717	0	1 1% 10 NET 30	12/31/2003	1/30/2004	453.95	0.00	0.00	0.00	0.00	453.95
145877	0	1 1% 10 NET 30	1/2/2004	2/1/2004	10711.41	0.00	0.00	0.00	0.00	10711.41
145904	0	1 1% 10 NET 30	1/2/2004	2/1/2004	28735.38	0.00	0.00	0.00	0.00	28735.38
145968	0	1 1% 10 NET 30	1/2/2004	2/1/2004	3874.38	0.00	0.00	0.00	0.00	3874.38
146017	0	1 1% 10 NET 30	1/2/2004	2/1/2004	238.69	0.00	0.00	0.00	0.00	238.69
146174	0	15 NET	1/2/2004	1/2/2004	1550.38	0.00	0.00	0.00	0.00	1550.38
146199	0	15 NET	1/2/2004	1/2/2004	90.43	0.00	0.00	0.00	0.00	90.43
146313	0	1 1% 10 NET 30	1/5/2004	2/4/2004	8.20	0.00	0.00	0.00	0.00	8.20

Statement of Account as of: 6/30/2005



Remittance Address:  
 Western Products  
 25028 Network Place  
 Chicago, IL 60673-1250

B & P SUPPLY  
 NON-CURRENT  
 NON-CURRENT

Invoice #	Sufx	Terms Code/ Description	Invoice Date	Due Date	Amount Due	Current	1 to 30	31 to 60	61 to 90	91+
146328	0	1 1% 10 NET 30	1/5/2004	2/4/2004	130.48	0.00	0.00	0.00	0.00	130.48
146330	0	1 1% 10 NET 30	1/5/2004	2/4/2004	44.03	0.00	0.00	0.00	0.00	44.03
146935	0	1 1% 10 NET 30	1/7/2004	2/6/2004	928.91	0.00	0.00	0.00	0.00	928.91
147106	0	1 1% 10 NET 30	1/7/2004	2/6/2004	150.33	0.00	0.00	0.00	0.00	150.33
147234	0	1 1% 10 NET 30	1/8/2004	2/7/2004	912.75	0.00	0.00	0.00	0.00	912.75
147542	0	1 1% 10 NET 30	1/9/2004	2/8/2004	112.38	0.00	0.00	0.00	0.00	112.38
148032	0	1 1% 10 NET 30	1/12/2004	2/11/2004	932.54	0.00	0.00	0.00	0.00	932.54
148046	0	1 1% 10 NET 30	1/12/2004	2/11/2004	174.72	0.00	0.00	0.00	0.00	174.72
148903	0	15 NET	1/14/2004	1/14/2004	-250.00	0.00	0.00	0.00	0.00	-250.00
149754	0	1 1% 10 NET 30	1/19/2004	2/18/2004	247.00	0.00	0.00	0.00	0.00	247.00
149908	0	1 1% 10 NET 30	1/20/2004	2/19/2004	246.09	0.00	0.00	0.00	0.00	246.09
150036	0	1 1% 10 NET 30	1/21/2004	2/20/2004	298.24	0.00	0.00	0.00	0.00	298.24
150419	0	1 1% 10 NET 30	1/22/2004	2/21/2004	277.02	0.00	0.00	0.00	0.00	277.02
150700	0	1 1% 10 NET 30	1/23/2004	2/22/2004	538.87	0.00	0.00	0.00	0.00	538.87
150713	0	1 1% 10 NET 30	1/23/2004	2/22/2004	219.48	0.00	0.00	0.00	0.00	219.48
150925	0	1 1% 10 NET 30	1/23/2004	2/22/2004	1732.06	0.00	0.00	0.00	0.00	1732.06
151441	0	15 NET	1/27/2004	1/27/2004	268.38	0.00	0.00	0.00	0.00	268.38
151452	0	15 NET	1/27/2004	1/27/2004	-1732.06	0.00	0.00	0.00	0.00	-1732.06
151568	0	15 NET	1/27/2004	1/27/2004	-1732.06	0.00	0.00	0.00	0.00	-1732.06
151680	0	15 NET	1/27/2004	1/27/2004	-302.50	0.00	0.00	0.00	0.00	-302.50
151696	0	15 NET	1/27/2004	1/27/2004	-8.16	0.00	0.00	0.00	0.00	-8.16
151842	0	15 NET	1/28/2004	1/28/2004	-276.42	0.00	0.00	0.00	0.00	-276.42
151922	0	1 1% 10 NET 30	1/28/2004	2/27/2004	999.72	0.00	0.00	0.00	0.00	999.72
151943	0	1 1% 10 NET 30	1/28/2004	2/27/2004	445.98	0.00	0.00	0.00	0.00	445.98
152035	0	1 1% 10 NET 30	1/29/2004	1/29/2004	-33.00	0.00	0.00	0.00	0.00	-33.00
152488	0	1 1% 10 NET 30	1/30/2004	2/29/2004	168.26	0.00	0.00	0.00	0.00	168.26
154384	0	15 NET	2/7/2004	2/7/2004	-110.00	0.00	0.00	0.00	0.00	-110.00
154620	0	1 1% 10 NET 30	2/10/2004	2/10/2004	-27.50	0.00	0.00	0.00	0.00	-27.50
154680	0	1 1% 10 NET 30	2/10/2004	3/11/2004	50.71	0.00	0.00	0.00	0.00	50.71
155676	0	15 NET	2/13/2004	2/13/2004	-94.47	0.00	0.00	0.00	0.00	-94.47

Statement of Account as of: 6/30/2005



Remittance Address:  
 Western Products  
 25028 Network Place  
 Chicago, IL 60673-1250

B & P SUPPLY  
 NON-CURRENT  
 NON-CURRENT

Invoice #	Sufx	Terms Code/ Description	Invoice Date	Due Date	Amount Due	Current	1 to 30	31 to 60	61 to 90	91+
155679	0	15 NET	2/13/2004	2/13/2004	-52.93	0.00	0.00	0.00	0.00	-52.93
155934	0	15 NET	2/16/2004	2/16/2004	-8.16	0.00	0.00	0.00	0.00	-8.16
156015	0	1 1% 10 NET 30	2/16/2004	3/17/2004	85.86	0.00	0.00	0.00	0.00	85.86
156046	0	1 1% 10 NET 30	2/16/2004	3/17/2004	43.68	0.00	0.00	0.00	0.00	43.68
156257	0	1 1% 10 NET 30	2/17/2004	2/17/2004	-27.50	0.00	0.00	0.00	0.00	-27.50
156258	0	1 1% 10 NET 30	2/17/2004	2/17/2004	-11.00	0.00	0.00	0.00	0.00	-11.00
156263	0	1 1% 10 NET 30	2/17/2004	2/17/2004	-11.00	0.00	0.00	0.00	0.00	-11.00
156362	0	15 NET	2/17/2004	2/17/2004	-280.74	0.00	0.00	0.00	0.00	-280.74
156363	0	15 NET	2/17/2004	2/17/2004	-100.26	0.00	0.00	0.00	0.00	-100.26
156920	0	15 NET	2/19/2004	2/19/2004	-4.08	0.00	0.00	0.00	0.00	-4.08
156921	0	15 NET	2/19/2004	2/19/2004	-4.08	0.00	0.00	0.00	0.00	-4.08
156922	0	15 NET	2/19/2004	2/19/2004	-4.08	0.00	0.00	0.00	0.00	-4.08
157088	0	1 1% 10 NET 30	2/20/2004	2/20/2004	-27.50	0.00	0.00	0.00	0.00	-27.50
157103	0	1 1% 10 NET 30	2/20/2004	2/20/2004	-27.50	0.00	0.00	0.00	0.00	-27.50
157105	0	1 1% 10 NET 30	2/20/2004	2/20/2004	-27.50	0.00	0.00	0.00	0.00	-27.50
157168	0	1 1% 10 NET 30	2/20/2004	3/21/2004	2987.65	0.00	0.00	0.00	0.00	2987.65
157175	0	1 1% 10 NET 30	2/23/2004	3/24/2004	539.22	0.00	0.00	0.00	0.00	539.22
157373	0	15 NET	2/23/2004	2/23/2004	-520.62	0.00	0.00	0.00	0.00	-520.62
157374	0	15 NET	2/23/2004	2/23/2004	-339.36	0.00	0.00	0.00	0.00	-339.36
157375	0	15 NET	2/23/2004	2/23/2004	-202.80	0.00	0.00	0.00	0.00	-202.80
158061	0	15 NET	2/26/2004	2/26/2004	-8.16	0.00	0.00	0.00	0.00	-8.16
158158	0	1 1% 10 NET 30	2/27/2004	3/28/2004	73.49	0.00	0.00	0.00	0.00	73.49
158163	0	1 1% 10 NET 30	2/27/2004	2/27/2004	-33.00	0.00	0.00	0.00	0.00	-33.00
158181	0	15 NET	2/27/2004	2/27/2004	-4.08	0.00	0.00	0.00	0.00	-4.08
158295	0	1 1% 10 NET 30	3/1/2004	3/1/2004	-27.50	0.00	0.00	0.00	0.00	-27.50
158296	0	1 1% 10 NET 30	3/1/2004	3/1/2004	-44.00	0.00	0.00	0.00	0.00	-44.00
158297	0	1 1% 10 NET 30	3/1/2004	3/1/2004	-5.50	0.00	0.00	0.00	0.00	-5.50
158298	0	1 1% 10 NET 30	3/1/2004	3/1/2004	-33.00	0.00	0.00	0.00	0.00	-33.00
158299	0	1 1% 10 NET 30	3/1/2004	3/1/2004	-22.00	0.00	0.00	0.00	0.00	-22.00
158498	0	1 1% 10 NET 30	3/2/2004	3/2/2004	-27.50	0.00	0.00	0.00	0.00	-27.50



Statement of Account as of: 6/30/2005



Remittance Address:  
 Western Products  
 25028 Network Place  
 Chicago, IL 60673-1250

B & P SUPPLY  
 NON-CURRENT  
 NON-CURRENT

Invoice #	Sufx	Terms Code/ Description	Invoice Date	Due Date	Amount Due	Current	1 to 30	31 to 60	61 to 90	91+
159174	0	1 1% 10 NET 30	3/10/2004	4/9/2004	100.26	0.00	0.00	0.00	0.00	100.26
159538	0	15 NET	3/15/2004	3/15/2004	-125.00	0.00	0.00	0.00	0.00	-125.00
159539	0	15 NET	3/15/2004	3/15/2004	-48.00	0.00	0.00	0.00	0.00	-48.00
160415	0	15 NET	3/29/2004	3/29/2004	-24.50	0.00	0.00	0.00	0.00	-24.50
160551	0	15 NET	3/30/2004	3/30/2004	-74.51	0.00	0.00	0.00	0.00	-74.51
849	0	99 FINANCE CHARGES	3/31/2004	3/31/2004	1608.58	0.00	0.00	0.00	0.00	1608.58
161308	0	1 1% 10 NET 30	4/20/2004	4/20/2004	-27.50	0.00	0.00	0.00	0.00	-27.50
868	0	99 FINANCE CHARGES	4/30/2004	4/30/2004	1741.37	0.00	0.00	0.00	0.00	1741.37
884	0	99 FINANCE CHARGES	5/31/2004	5/31/2004	1780.35	0.00	0.00	0.00	0.00	1780.35
900	0	99 FINANCE CHARGES	6/30/2004	6/30/2004	1780.80	0.00	0.00	0.00	0.00	1780.80
912	0	99 FINANCE CHARGES	7/31/2004	7/31/2004	1780.80	0.00	0.00	0.00	0.00	1780.80
921	0	99 FINANCE CHARGES	8/31/2004	8/31/2004	1780.80	0.00	0.00	0.00	0.00	1780.80
929	0	99 FINANCE CHARGES	9/30/2004	9/30/2004	1780.80	0.00	0.00	0.00	0.00	1780.80
937	0	99 FINANCE CHARGES	10/31/2004	10/31/2004	1780.80	0.00	0.00	0.00	0.00	1780.80
944	0	99 FINANCE CHARGES	11/30/2004	11/30/2004	1780.80	0.00	0.00	0.00	0.00	1780.80
967	0	99 FINANCE CHARGES	12/31/2004	12/31/2004	1780.80	0.00	0.00	0.00	0.00	1780.80
991	0	99 FINANCE CHARGES	1/31/2005	1/31/2005	1780.80	0.00	0.00	0.00	0.00	1780.80
1020	0	99 FINANCE CHARGES	2/26/2005	2/26/2005	1780.80	0.00	0.00	0.00	0.00	1780.80
1058	0	99 FINANCE CHARGES	3/31/2005	3/31/2005	1780.80	0.00	0.00	0.00	0.00	1780.80
1089	0	99 FINANCE CHARGES	4/30/2005	4/30/2005	1780.80	0.00	0.00	0.00	1780.80	0.00
1117	0	99 FINANCE CHARGES	5/31/2005	5/31/2005	1780.80	0.00	1780.80	0.00	0.00	0.00
1138	0	99 FINANCE CHARGES	6/30/2005	6/30/2005	1780.80	1780.80	0.00	0.00	0.00	0.00
W04100 B & P SUPPLY					147007.82	1780.80	1780.80	0.00	1780.80	141665.42



7777 NORTH 73RD STREET

Page: 000001

P.O. BOX 245038  
MILWAUKEE, WISCONSIN 53224-9538  
414-354-2310

## OUR REMITTANCE ADDRESS IS:

WESTERN PRODUCTS DIVISION  
DOUGLAS DYNAMICS L.L.C.  
1340 SOLUTIONS CENTER  
CHICAGO, IL 60677-1003

## Sold-to:

B & P SUPPLY  
260 COLUMBUS AVE  
PITTSFIELD MA 01201

## Ship-to:

B & P SUPPLY  
260 COLUMBUS AVE  
PITTSFIELD MA 01201

ORDER #	SHIP #	LOC.	SHIP VIA		COL / PPD		INVOICE #	
131170-00	099506	10	YELLOW		COLLECT		00139595	
ORDER DATE	SHIP DATE		CUST #	PURCHASE ORDER #		JOB #	SL\$	DATE
11/03/2003	11/26/2003		W04100	1497#			16	11/26/2003

LINE SEQ #	ITEM NUMBER DESCRIPTION	UOM	QTY'S:	ORDERED	SHIPPED	BACKORDERED	NET
				PRICES:	PER UNIT	EXTENDED	
27	63472 BLADE ASSY - 7'-2"LSX	EA	1		1 598.99	0 598.99	335.43
				Disc%:	44.00		
28	63470 A, Q & L ASSY U LSX	EA	1		0 810.63	1 .00	.00
				Disc%:	44.00		
THANK YOU FOR YOUR PROMPT PAYMENT							
Sales Amount							335.43
Misc. Charges							.00
Freight							.00
Sales Tax							.00

CASH DISCOUNTS, WHEN OFFERED ARE 1% 10 NET 30  
APPLICABLE TO THE AMOUNT OF  
MERCHANDISE ONLY.

INVOICE TOTAL

\$335.43

A LATE FEE OF 18% PER YEAR WILL BE CHARGED ON ALL PAST DUE ACCOUNTS TO THE EXTENT PERMITTED BY APPLICABLE LAW.

SELLER REPRESENTS THAT ALL GOODS COVERED BY THIS INVOICE WERE PROCESSED IN  
COMPLIANCE WITH THE REQUIREMENTS OF SECTION 12 (A) AND ALL APPLICABLE  
REQUIREMENTS OF THE FAIR LABOR STANDARDS ACT OF 1938 AS AMENDED.

ALL SALES SUBJECT TO WESTERN PRODUCTS CREDIT POLICY, WARRANTY MANUAL, AND TERMS OF SALE PREVIOUSLY PROVIDED TO CUSTOMER.

WESTERN 000000005



## WESTERN PRODUCTS

## INVOICE

7777 NORTH 73RD STREET

Page: 000001

P.O. BOX 245038  
MILWAUKEE, WISCONSIN 53224-9538  
414-354-2310

## OUR REMITTANCE ADDRESS IS:

WESTERN PRODUCTS DIVISION  
DOUGLAS DYNAMICS L.L.C.  
1340 SOLUTIONS CENTER  
CHICAGO, IL 60677-1003

## Sold-to:

B & P SUPPLY  
260 COLUMBUS AVE  
PITTSFIELD MA

01201

## Ship-to:

B & P SUPPLY  
260 COLUMBUS AVE  
PITTSFIELD MA

01201

ORDER #	SHIP #	LOC.	SHIP VIA	COL / PPD	INVOICE #
135676-00	100036	10	UPS	PREPAID	00140189
ORDER DATE	SHIP DATE	CUST #	PURCHASE ORDER #	JOB #	SLS
12/02/2003	12/02/2003	WO4100	PO-1560#	16	12/02/2003

LINE SEQ #	ITEM NUMBER DESCRIPTION	UOM	QTY'S:	ORDERED	SHIPPED	BACKORDERED	NET
				PRICES:	PER UNIT	EXTENDED	
	***** HOT SHIPMENT!!!!!!!!!!!! *****						
1	61845 4' CONTROL HARNESS EXTENTION	EA	1	1	20.17	0 20.17	11.30
	Disc%:		44.00				
2	63392 HARNESS KIT HB 3 & 4 9-PIN -F	EA	1	1	189.41	0 189.41	106.07
	Disc%:		44.00				
3	67040-2 VEH MOUNT DODGE 15-35 94-01 2002 25/35	EA	1	1	56.24	0 56.24	56.24
	Part number 67040			has been replaced by 67040-2			
4	68790 RATCHET TIE DOWN KIT	EA	3	3	67.60	0 202.80	141.96
	Disc%:		30.00				
	THANK YOU FOR YOUR PROMPT PAYMENT						
	Sales Amount					315.57	
	Misc. Charges					.00	
	Freight					15.64	
	Sales Tax					.00	

CASH DISCOUNTS, WHEN OFFERED ARE  
APPLICABLE TO THE AMOUNT OF  
MERCHANDISE ONLY.

1% 10 NET 30

INVOICE TOTAL

\$331.21

A LATE FEE OF 18% PER YEAR WILL BE CHARGED ON ALL PAST DUE ACCOUNTS TO THE EXTENT PERMITTED BY APPLICABLE LAW.

SELLER REPRESENTS THAT ALL GOODS COVERED BY THIS INVOICE WERE PROCESSED IN  
COMPLIANCE WITH THE REQUIREMENTS OF SECTION 12 (A) AND ALL APPLICABLE  
REQUIREMENTS OF THE FAIR LABOR STANDARDS ACT OF 1938 AS AMENDED.

ALL SALES SUBJECT TO WESTERN PRODUCTS CREDIT POLICY, WARRANTY MANUAL, AND TERMS OF SALE PREVIOUSLY PROVIDED TO CUSTOMER.

WESTERN 000000006



## WESTERN PRODUCTS

## INVOICE

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Filed 07/15/2005

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7777 NORTH 73RD STREET

P.O. BOX 245038  
MILWAUKEE, WISCONSIN 53224-9538  
414-354-2310

## OUR REMITTANCE ADDRESS IS:

WESTERN PRODUCTS DIVISION  
DOUGLAS DYNAMICS L.L.C.  
1340 SOLUTIONS CENTER  
CHICAGO, IL 60677-1003

## Sold-to:

B & P SUPPLY  
260 COLUMBUS AVE  
PITTSFIELD MA

01201

## Ship-to:

B & P SUPPLY  
260 COLUMBUS AVE  
PITTSFIELD MA

01201

ORDER #	SHIP #	LOC.	SHIP VIA	COL / PPD	INVOICE #
135715-00	100223	10	UPS	PREPAID	00140427
ORDER DATE	SHIP DATE	CUST #	PURCHASE ORDER #	JOB #	DATE
12/02/2003	12/03/2003	WD4100	1561#	16	12/03/2003

LINE SEQ #	ITEM NUMBER	UOM	QTY'S:	ORDERED	SHIPPED	BACKORDERED	NET
	DESCRIPTION			PRICES:	PER UNIT	EXTENDED	
1	21294	EA	2		2	0	
	PLOW BATTERY CABLE				30.30	60.60	36.36
		Disc%:	40.00				
2	49310	EA	1		1	0	
	GRILL CONNECTOR KIT 12 PIN				54.52	54.52	32.71
		Disc%:	40.00				
3	56131K	EA	4		4	0	
	MOTOR RELAY KIT				11.08	44.32	26.60
		Disc%:	40.00				
4	67076	EA	2		2	0	
	1/4-20 HEX LOCK NUT				.24	.48	.28
		Disc%:	40.00				
5	68662	EA	1		1	0	
	5/8 4 BOLT FLANGE BEARING				25.34	25.34	15.20
		Disc%:	40.00				
6	93033K	EA	1		1	0	
	PIN 1/2" X 5.5"				6.62	6.62	3.97
		Disc%:	40.00				
7	93042K	EA	2		2	0	
	LINCH PIN 3/16"				2.97	5.94	3.56
		Disc%:	40.00				
8	94496	EA	2		0	2	
	1/4-20X2 HEX CAP SCREW				.57	.00	.00
		Disc%:	40.00				
9	94510	EA	1		1	0	
	SPINNER POLY SERVICE KIT				63.43	63.43	38.06
	LOW PROFILE						
		Disc%:	40.00				
10	M2005	EA	1		1	0	
	3/8-16 HX LK NUT PKG OF 5				4.99	4.99	2.99

CASH DISCOUNTS, WHEN OFFERED ARE  
APPLICABLE TO THE AMOUNT OF  
MERCHANDISE ONLY.

INVOICE TOTAL

\*\*\* Continued On The Next Page \*\*\*

A LATE FEE OF 18% PER YEAR WILL BE CHARGED ON ALL PAST DUE ACCOUNTS TO THE EXTENT PERMITTED BY APPLICABLE LAW.

SELLER REPRESENTS THAT ALL GOODS COVERED BY THIS INVOICE WERE PROCESSED IN  
COMPLIANCE WITH THE REQUIREMENTS OF SECTION 12 (A) AND ALL APPLICABLE  
REQUIREMENTS OF THE FAIR LABOR STANDARDS ACT OF 1938 AS AMENDED.

ALL SALES SUBJECT TO WESTERN PRODUCTS CREDIT POLICY, WARRANTY MANUAL, AND TERMS OF SALE PREVIOUSLY PROVIDED TO CUSTOMER.

WESTERN 000000007





## WESTERN PRODUCTS

## INVOICE

7777 NORTH 73RD STREET

Page: 000001

P.O. BOX 245038  
MILWAUKEE, WISCONSIN 53224-9538  
414-354-2310

## OUR REMITTANCE ADDRESS IS:

WESTERN PRODUCTS DIVISION  
DOUGLAS DYNAMICS L.L.C.  
1340 SOLUTIONS CENTER  
CHICAGO, IL 60677-1003

## Sold-to:

B & P SUPPLY  
260 COLUMBUS AVE  
PITTSFIELD MA

01201

## Ship-to:

B & P SUPPLY  
260 COLUMBUS AVE  
PITTSFIELD MA

01201

ORDER #	SHIP #	LOC.	SHIP VIA	COL / PPD	INVOICE #
135715-00	100419	10	UPS	PREPAID	00140589
ORDER DATE	SHIP DATE	CUST #	PURCHASE ORDER #	JOB #	SLS
12/02/2003	12/04/2003	W04100	1561#		16
					DATE
					12/04/2003

LINE SEQ #	ITEM NUMBER DESCRIPTION	UOM	QTY'S:	ORDERED	SHIPPED	BACKORDERED	NET
				PRICES:	PER UNIT	EXTENDED	
8	94496 1/4-20X2 HEX CAP SCREW	EA	2		2 .57	0 1.14	.68
		Disc%:	40.00				
THANK YOU FOR YOUR PROMPT PAYMENT							
Sales Amount							.68
Misc. Charges							.00
Freight							3.82
Sales Tax							.00

CASH DISCOUNTS, WHEN OFFERED ARE  
APPLICABLE TO THE AMOUNT OF  
MERCHANDISE ONLY.

1% 10 NET 30

INVOICE TOTAL

\$4.50

A LATE FEE OF 18% PER YEAR WILL BE CHARGED ON ALL PAST DUE ACCOUNTS TO THE EXTENT PERMITTED BY APPLICABLE LAW.

SELLER REPRESENTS THAT ALL GOODS COVERED BY THIS INVOICE WERE PROCESSED IN  
COMPLIANCE WITH THE REQUIREMENTS OF SECTION 12 (A) AND ALL APPLICABLE  
REQUIREMENTS OF THE FAIR LABOR STANDARDS ACT OF 1938 AS AMENDED.

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WESTERN 000000009



## WESTERN PRODUCTS

## INVOICE

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7777 NORTH 73RD STREET

Page: 000001

P.O. BOX 245038  
MILWAUKEE, WISCONSIN 53224-9538  
414-354-2310

## OUR REMITTANCE ADDRESS IS:

WESTERN PRODUCTS DIVISION  
DOUGLAS DYNAMICS L.L.C.  
1340 SOLUTIONS CENTER  
CHICAGO, IL 60677-1003

Sold-to:  
B & P SUPPLY  
260 COLUMBUS AVE  
PITTSFIELD MA

01201

Ship-to:  
B & P SUPPLY  
260 COLUMBUS AVE  
PITTSFIELD MA

01201

ORDER #	SHIP #	LOC	SHIP VIA	COL / PPD	INVOICE #
134598-00	100975	10	hoffman	COLLECT	00141464
ORDER DATE	SHIP DATE	CUST #	PURCHASE ORDER #	JOB #	SLs
11/24/2003	12/08/2003	W04100	PO-1546#		16
					12/08/2003

LINE SEQ #	ITEM NUMBER	UOM	QTY'S:	ORDERED	SHIPPED	BACKORDERED	
	DESCRIPTION			PRICES:	PER UNIT	EXTENDED	NET
1	1203	EA	1		1	0	
	TRUCK MOUNT FORD				176.00	176.00	98.56
		Disc%:	44.00				
2	2313	EA	2		2	0	
	TRUCK MOUNT - TOYOTA				176.00	352.00	197.12
		Disc%:	44.00				
3	28400	EA	2		2	0	
	PLUG IN HARNESS KIT				233.00	466.00	260.96
	H13						
		Disc%:	44.00				
4	3919	EA	2		0	2	
	DODGE MOUNT ASSY				351.90	.00	.00
		Disc%:	44.00				
5	49071	EA	1		1	0	
	HD DISC SHOE ASSY P				38.48	38.48	23.09
		Disc%:	40.00				
6	49229K	EA	1		1	0	
	CARTRIDGE 40 W/JAM NUT				63.08	63.08	37.85
		Disc%:	40.00				
7	56133	EA	2		2	0	
	MOTOR ASSY 4-1/2"				115.40	230.80	138.48
		Disc%:	40.00				
8	56369	EA	12		12	0	
	SOLENOID CONTROL KIT - U				201.83	2,421.96	1,356.36
		Disc%:	44.00				
9	56400	EA	1		0	1	
	ISAR MKIIIA SOL HYD 16RAM UHW				1,701.85	.00	.00
		Disc%:	44.00				
10	56462	EA	1		1	0	
	HAND-HELD CONTROL KIT				237.22	237.22	132.84

CASH DISCOUNTS, WHEN OFFERED ARE  
APPLICABLE TO THE AMOUNT OF  
MERCHANDISE ONLY.

INVOICE TOTAL

\*\*\* Continued On The Next Page \*\*\*

A LATE FEE OF 18% PER YEAR WILL BE CHARGED ON ALL PAST DUE ACCOUNTS TO THE EXTENT PERMITTED BY APPLICABLE LAW.

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REQUIREMENTS OF THE FAIR LABOR STANDARDS ACT OF 1938 AS AMENDED.

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WESTERN 000000010



## WESTERN PRODUCTS

## INVOICE

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7777 NORTH 73RD STREET

Page: 000002

P.O. BOX 245038  
MILWAUKEE, WISCONSIN 53224-9538  
414-354-2310

## OUR REMITTANCE ADDRESS IS:

WESTERN PRODUCTS DIVISION  
DOUGLAS DYNAMICS L.L.C.  
1340 SOLUTIONS CENTER  
CHICAGO, IL 60677-1003

## Sold-to:

B & P SUPPLY  
260 COLUMBUS AVE  
PITTSFIELD MA

01201

## Ship-to:

B & P SUPPLY  
260 COLUMBUS AVE  
PITTSFIELD MA

01201

ORDER #	SHIP #	LOC	SHIP VIA		COL / PPD	INVOICE #	
134598-00	100975	10	hoffman		COLLECT	00141464	
ORDER DATE	SHIP DATE	CUST #	PURCHASE ORDER #		JOB #	SLS	DATE
11/24/2003	12/08/2003	WO4100	PO-1546#			16	12/08/2003

LINE SEQ #	ITEM NUMBER DESCRIPTION	UOM	QTY'S:	ORDERED PRICES:	SHIPPED PER UNIT	BACKORDERED EXTENDED	NET
				Disc%:			
11	60308	EA	1	44.00	1	0	
	8-1/2 FT. BLADE ASSY P				1,024.44	1,024.44	573.69
12	60390	EA	1	44.00	1	0	
	8 FT. BLADE ASSY P				926.18	926.18	518.66
13	62300-1	EA	1	44.00	0	1	
	A,Q&L ASSY UHW(62298-1&62299-1				1,160.21	.00	.00
14	62302	EA	1	44.00	0	1	
	10 FT BLADE UHW 62891 & 62425				1,663.78	.00	.00
15	62370	EA	1	44.00	1	0	
	TOYOTA MOUNT ASSY U #2365				445.20	445.20	249.31
	TACOMA PICK-UP 4X4 95 & LATER						
16	62510	EA	1	44.00	0	1	
	HARNESS KIT 2B/2D 9 PIN LG U-A				143.87	.00	.00
17	63350-1	EA	1	44.00	1	0	
	FORD MOUNT ASSY U #3225				445.20	445.20	249.31
	SD F450,550 W/HW 99 & LATER						
18	63470	EA	1	44.00	0	1	
	A,Q & L ASSY U LSX				810.63	.00	.00
19	63472	EA	1	44.00	0	1	
	BLADE ASSY - 7'-2"LSX				598.99	.00	.00
				Disc%:			

CASH DISCOUNTS, WHEN OFFERED ARE  
APPLICABLE TO THE AMOUNT OF  
MERCHANDISE ONLY.

INVOICE TOTAL

\*\*\* Continued On The Next Page \*\*\*

A LATE FEE OF 18% PER YEAR WILL BE CHARGED ON ALL PAST DUE ACCOUNTS TO THE EXTENT PERMITTED BY APPLICABLE LAW.

SELLER REPRESENTS THAT ALL GOODS COVERED BY THIS INVOICE WERE PROCESSED IN  
COMPLIANCE WITH THE REQUIREMENTS OF SECTION 12 (A) AND ALL APPLICABLE  
REQUIREMENTS OF THE FAIR LABOR STANDARDS ACT OF 1938 AS AMENDED.

ALL SALES SUBJECT TO WESTERN PRODUCTS CREDIT POLICY, WARRANTY MANUAL, AND TERMS OF SALE PREVIOUSLY PROVIDED TO CUSTOMER.

WESTERN 000000011





# WESTERN PRODUCTS

# INVOICE

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7777 NORTH 73RD STREET

Page: 000003

P.O. BOX 245038  
MILWAUKEE, WISCONSIN 53224-9538  
414-354-2310

## OUR REMITTANCE ADDRESS IS:

WESTERN PRODUCTS DIVISION  
DOUGLAS DYNAMICS L.L.C.  
1340 SOLUTIONS CENTER  
CHICAGO, IL 60677-1003

### Sold-to:

B & P SUPPLY  
260 COLUMBUS AVE  
PITTSFIELD MA

01201

### Ship-to:

B & P SUPPLY  
260 COLUMBUS AVE  
PITTSFIELD MA

01201

ORDER #	SHIP #	LOC.	SHIP VIA	COL / PPD	INVOICE #
134598-00	100975	10	hoffman	COLLECT	00141464
ORDER DATE	SHIP DATE	CUST #	PURCHASE ORDER #	JOB #	SLS
11/24/2003	12/08/2003	WO4100	PO-1546#		16
					12/08/2003

LINE SEQ #	ITEM NUMBER	UOM	QTY'S	ORDERED	SHIPPED	BACKORDERED	
	DESCRIPTION			PRICES:	PER UNIT	EXTENDED	NET
20	63710-1	EA	2		2	0	
	MOUNT-FORD-1349				351.90	703.80	394.12
	SEE SELECTION LIST FOR APPS						
	Disc%:		44.00				
21	64100	EA	8		8	0	
	HEADLAMP KIT 11-PIN				170.00	1,360.00	761.60
	Disc%:		44.00				
22	64500	EA	3		3	0	
	FORD MOUNT ASSY #3239				351.90	1,055.70	591.18
	Disc%:		44.00				
23	64545	EA	1		0	1	
	ISAR SOL HYD SYS 8RAM U IM				1,482.37	.00	.00
	LSX						
	Disc%:		44.00				
24	64588	EA	7		7	0	
	FLOSTAT HYD SYS 10"RAM UT IM				1,423.13	9,961.91	5,578.65
	STD & PRO						
	Disc%:		44.00				
25	64999	EA	5		5	0	
	FLOSTAT HYD SYS 12"RAM UT IM				1,427.27	7,136.35	3,996.35
	PRO PLUS						
	Disc%:		44.00				
26	65605-2	EA	1		0	1	
	BATTERY KIT, SPREADER				75.11	.00	.00
	Disc%:		49.00				
27	66490	EA	5		5	0	
	UT PP AQ&L ASSY				750.27	3,751.35	2,100.75
	66900 BOX1/2						
	Disc%:		44.00				

CASH DISCOUNTS, WHEN OFFERED ARE  
APPLICABLE TO THE AMOUNT OF  
MERCHANDISE ONLY.

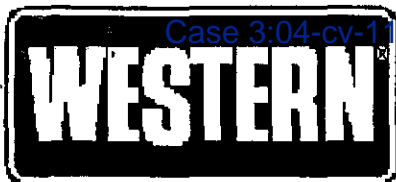
INVOICE TOTAL

A LATE FEE OF 18% PER YEAR WILL BE CHARGED ON ALL PAST DUE ACCOUNTS TO THE EXTENT PERMITTED BY APPLICABLE LAW.

SELLER REPRESENTS THAT ALL GOODS COVERED BY THIS INVOICE WERE PROCESSED IN  
COMPLIANCE WITH THE REQUIREMENTS OF SECTION 12 (A) AND ALL APPLICABLE  
REQUIREMENTS OF THE FAIR LABOR STANDARDS ACT OF 1938 AS AMENDED.

ALL SALES SUBJECT TO WESTERN PRODUCTS CREDIT POLICY, WARRANTY MANUAL, AND TERMS OF SALE PREVIOUSLY PROVIDED TO CUSTOMER.

WESTERN 000000012



**WESTERN PRODUCTS**  
7777 NORTH 73RD STREET  
P.O. BOX 245038  
MILWAUKEE, WISCONSIN 53224-9538  
414-354-2310

**INVOICE**

Page: 000004

**OUR REMITTANCE ADDRESS IS:**

WESTERN PRODUCTS DIVISION  
DOUGLAS DYNAMICS L.L.C.  
1340 SOLUTIONS CENTER  
CHICAGO, IL 60677-1003

**Sold-to:**

B & P SUPPLY  
260 COLUMBUS AVE  
PITTSFIELD MA

01201

**Ship-to:**

B & P SUPPLY  
260 COLUMBUS AVE  
PITTSFIELD MA

01201

ORDER #	SHIP #	LOC	SHIP VIA		COL / PPD	INVOICE #	
134598-00	100975	10	hoffman		COLLECT	00141464	
ORDER DATE	SHIP DATE	CUST #	PURCHASE ORDER #		JOB #	SLS	DATE
11/24/2003	12/08/2003	W04100	PO-1546#			16	12/08/2003

LINE SEQ #	ITEM NUMBER DESCRIPTION	UOM	QTY'S:	ORDERED PRICES:	SHIPPED PER UNIT	BACKORDERED EXTENDED	NET
28	67951-2 UT P/PY/PP/MVP AQ&L ASSY 66880/66900/56810 BOX 2/2 Disc%: 44.00	EA	5	5	607.14	0 3,035.70	1,700.00
29	66763 INLET FITTING/FILTER KIT Disc%: 40.00	EA	1	1	15.44	0 15.44	9.26
30	66974 8.5' BLADE ASSY PP Disc%: 44.00	EA	1	1	1,032.93	0 1,032.93	578.44
31	66980 8.0' BLADE ASSY PP Disc%: 44.00	EA	5	5	935.64	0 4,678.20	2,619.80
32	66999 8.5' BACK DRAG EDGE 0.25THK Disc%: 44.00	EA	3	3	58.64	0 175.92	98.52
33	67865 GM/CHEV MOUNT ASSY 1589 1500/2500/3500 4X4 88-98 Disc%: 44.00	EA	3	3	351.90	0 1,055.70	591.18
34	67960-1 GM/CHEVY MOUNT ASSY 3519 1500 4X4 99 & LATER Disc%: 44.00	EA	4	4	351.90	0 1,407.60	788.24
35	67980 DODGE MOUNT ASSY #989 W1500 - 3500, 1994 & LATER Disc%: 44.00	EA	4	4	351.90	0 1,407.60	788.24
36	67981-2 GM MOUNT ASSY #3529	EA	4	4	351.90	0 1,407.60	788.24

CASH DISCOUNTS, WHEN OFFERED ARE  
APPLICABLE TO THE AMOUNT OF  
MERCHANDISE ONLY.

INVOICE TOTAL

\*\*\* Continued On The Next Page \*\*\*

A LATE FEE OF 18% PER YEAR WILL BE CHARGED ON ALL PAST DUE ACCOUNTS TO THE EXTENT PERMITTED BY APPLICABLE LAW.

SELLER REPRESENTS THAT ALL GOODS COVERED BY THIS INVOICE WERE PROCESSED IN  
COMPLIANCE WITH THE REQUIREMENTS OF SECTION 12 (A) AND ALL APPLICABLE  
REQUIREMENTS OF THE FAIR LABOR STANDARDS ACT OF 1938 AS AMENDED.

ALL SALES SUBJECT TO WESTERN PRODUCTS CREDIT POLICY, WARRANTY MANUAL, AND TERMS OF SALE PREVIOUSLY PROVIDED TO CUSTOMER.

WESTERN 000000013



## WESTERN PRODUCTS

## INVOICE

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7777 NORTH 73RD STREET

P.O. BOX 245038  
MILWAUKEE, WISCONSIN 53224-9538  
414-354-2310

## OUR REMITTANCE ADDRESS IS:

WESTERN PRODUCTS DIVISION  
DOUGLAS DYNAMICS L.L.C.  
1340 SOLUTIONS CENTER  
CHICAGO, IL 60677-1003

## Sold-to:

B & P SUPPLY  
260 COLUMBUS AVE  
PITTSFIELD MA

01201

## Ship-to:

B & P SUPPLY  
260 COLUMBUS AVE  
PITTSFIELD MA

01201

ORDER #	SHIP #	LOC	SHIP VIA	COL / PPD	INVOICE #
134598-00	100975	10	hoffman	COLLECT	00141464
ORDER DATE	SHIP DATE	CUST #	PURCHASE ORDER #	JOB #	SLS
11/24/2003	12/08/2003	W04100	PO-1546#		16
					12/08/2003

LINE SEQ #	ITEM NUMBER DESCRIPTION	UOM	QTY'S:	ORDERED PRICES:	SHIPPED PER UNIT	BACKORDERED EXTENDED	NET
				Disc%: 44.00			
37	67982 FORD MOUNT ASSY #3219 F250-550 SD 1999 & LATER	EA	6		2 351.90	4 703.80	394.12
				Disc%: 44.00			
38	67991 UT S/SY AQ&L ASSY 63560 BOX1/2	EA	4		4 539.65	0 2,158.60	1,208.80
				Disc%: 44.00			
39	67992 AQ&L ASSY UT S/SY 63560 BOX2/2	EA	4		4 607.14	0 2,428.56	1,360.00
				Disc%: 44.00			
40	68790 RATCHET TIE DOWN KIT	EA	3		3 67.60	0 202.80	141.96
				Disc%: 30.00			
41	94480 TOP SCREEN 7' RC	EA	1		0 261.87	1 .00	.00
				Disc%: 30.00			
42	94800-1 ICEBREAKER 7' RC MS TECUMSEH	EA	1		1 3,521.04	0 3,521.04	1,795.73
				Disc%: 49.00			
43	94809-1 ICEBREAKER 8' RC STS TECUMSEH	EA	1		1 4,897.36	0 4,897.36	2,497.65
				Disc%: 49.00			
44	95424 CHUTE ASSY 14" MS CENTER BELT DRIVE	EA	1		1 398.90	0 398.90	203.44
				Disc%: 49.00			

CASH DISCOUNTS, WHEN OFFERED ARE  
APPLICABLE TO THE AMOUNT OF  
MERCHANDISE ONLY.

INVOICE TOTAL

Continued On The Next Page \*\*\*

A LATE FEE OF 18% PER YEAR WILL BE CHARGED ON ALL PAST DUE ACCOUNTS TO THE EXTENT PERMITTED BY APPLICABLE LAW.

SELLER REPRESENTS THAT ALL GOODS COVERED BY THIS INVOICE WERE PROCESSED IN  
COMPLIANCE WITH THE REQUIREMENTS OF SECTION 12 (A) AND ALL APPLICABLE  
REQUIREMENTS OF THE FAIR LABOR STANDARDS ACT OF 1938 AS AMENDED.

ALL SALES SUBJECT TO WESTERN PRODUCTS CREDIT POLICY, WARRANTY MANUAL, AND TERMS OF SALE PREVIOUSLY PROVIDED TO CUSTOMER.

WESTERN 000000014



## WESTERN PRODUCTS

## INVOICE

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7777 NORTH 73RD STREET

P.O. BOX 245038  
MILWAUKEE, WISCONSIN 53224-9538  
414-354-2310

## OUR REMITTANCE ADDRESS IS:

WESTERN PRODUCTS DIVISION  
DOUGLAS DYNAMICS L.L.C.  
1340 SOLUTIONS CENTER  
CHICAGO, IL 60677-1003

## Sold-to:

B & P SUPPLY  
260 COLUMBUS AVE  
PITTSFIELD MA

01201

## Ship-to:

B & P SUPPLY  
260 COLUMBUS AVE  
PITTSFIELD MA

01201

ORDER #	SHIP #	LOC.	SHIP VIA		COL / PPD		INVOICE #	
134598-00	100975	10	hoffman		COLLECT		00141464	
ORDER DATE	SHIP DATE		CUST #	PURCHASE ORDER #		JOB #	SLS	DATE
11/24/2003	12/08/2003		WO4100	PO-1546#			16	12/08/2003

LINE SEQ #	ITEM NUMBER DESCRIPTION	UOM	QTY'S: ORDERED	SHIPPED PER UNIT	BACKORDERED EXTENDED	NET
45	95425 CHUTE ASSY 14" STS CENTER BELT DRIVE	EA	1	0 526.24	1 .00	.00
		Disc%:	49.00			
46	94806-1 ICEBREAKER 8' RC MS TECUMSEH	EA	2	1 3,624.57	1 3,624.57	1,848.53
		Disc%:	49.00			
47	95424 CHUTE ASSY 14" MS CENTER BELT DRIVE	EA	2	1 398.90	1 398.90	203.44
		Disc%:	49.00			
48	65118 TOP SCREEN HD 8' RC	EA	2	2 261.87	0 523.74	366.62
		Disc%:	30.00			
49	65605-2 BATTERY KIT, SPREADER	EA	2	0 75.11	2 .00	.00
		Disc%:	49.00			
50	66980 8.0' BLADE ASSY PP	EA	3	3 935.64	0 2,806.92	1,571.88
		Disc%:	44.00			
51	66490 UT PP AQ&L ASSY 66900 BOX1/2	EA	3	3 750.27	0 2,250.81	1,260.45
		Disc%:	44.00			
52	67951-2 UT P/PY/PP/MVP AQ&L ASSY 66880/66900/56810 BOX 2/2	EA	3	3 607.14	0 1,821.42	1,020.00
		Disc%:	44.00			
53	64999 FLOSTAT HYD SYS 12"RAM UT IM	EA	3	3 1,427.27	0 4,281.81	2,397.81

CASH DISCOUNTS, WHEN OFFERED ARE  
APPLICABLE TO THE AMOUNT OF  
MERCHANDISE ONLY.

INVOICE TOTAL

\*\*\* Continued On The Next Page \*\*\*

A LATE FEE OF 18% PER YEAR WILL BE CHARGED ON ALL PAST DUE ACCOUNTS TO THE EXTENT PERMITTED BY APPLICABLE LAW.

SELLER REPRESENTS THAT ALL GOODS COVERED BY THIS INVOICE WERE PROCESSED IN  
COMPLIANCE WITH THE REQUIREMENTS OF SECTION 12 (A) AND ALL APPLICABLE  
REQUIREMENTS OF THE FAIR LABOR STANDARDS ACT OF 1938 AS AMENDED.

ALL SALES SUBJECT TO WESTERN PRODUCTS CREDIT POLICY, WARRANTY MANUAL, AND TERMS OF SALE PREVIOUSLY PROVIDED TO CUSTOMER.

WESTERN 000000015



## WESTERN PRODUCTS

## INVOICE

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7777 NORTH 73RD STREET

Page: 000007

P.O. BOX 245038  
MILWAUKEE, WISCONSIN 53224-9538  
414-354-2310

## OUR REMITTANCE ADDRESS IS:

WESTERN PRODUCTS DIVISION  
DOUGLAS DYNAMICS L.L.C.  
1340 SOLUTIONS CENTER  
CHICAGO, IL 60677-1003

## Sold-to:

B & P SUPPLY  
260 COLUMBUS AVE  
PITTSFIELD MA

01201

## Ship-to:

B & P SUPPLY  
260 COLUMBUS AVE  
PITTSFIELD MA

01201

ORDER #	SHIP #	LOC.	SHIP VIA		COL / PPD	INVOICE #
134598-00	100975	10	hoffman		COLLECT	00141464
ORDER DATE	SHIP DATE	CUST #	PURCHASE ORDER #		JOB #	DATE
11/24/2003	12/08/2003	WD4100	PO-1546#		16	12/08/2003

LINE SEQ #	ITEM NUMBER DESCRIPTION	UOM	QTY'S:	ORDERED PRICES:	SHIPPED PER UNIT	BACKORDERED EXTENDED	NET
	PRO PLUS						
54	56369	EA	Disc%: 44.00 12	12	0		
	SOLENOID CONTROL KIT - U			201.83	2,421.96		1,356.36
55	64100	EA	Disc%: 44.00 5	5	0		
	HEADLAMP KIT 11-PIN			170.00	850.00		476.00
56	67982	EA	Disc%: 44.00 3	0	3		
	FORD MOUNT ASSY #3219			351.90	.00		.00
	F250-550 SD 1999 & LATER						
57	60381	EA	Disc%: 44.00 2	2	0		
	7-1/2 FT. BLADE ASSY P			831.06	1,662.12		930.78
58	66974	EA	Disc%: 44.00 2	2	0		
	8.5' BLADE ASSY PP			1,032.93	2,065.86		1,156.88
59	64999	EA	Disc%: 44.00 2	2	0		
	FLOSTAT HYD SYS 12"RAM UT IM			1,427.27	2,854.54		1,598.54
	PRO PLUS						
60	67951-2	EA	Disc%: 44.00 2	2	0		
	UT P/PY/PP/MVP AQ&L ASSY			607.14	1,214.28		680.00
	66880/66900/56810 BOX 2/2						
61	66490	EA	Disc%: 44.00 2	2	0		
	UT PP AQ&L ASSY			750.27	1,500.54		840.30
	66900 BOX1/2						
			Disc%: 44.00				

CASH DISCOUNTS, WHEN OFFERED ARE  
APPLICABLE TO THE AMOUNT OF  
MERCHANDISE ONLY.

INVOICE TOTAL

\*\*\* Continued On The Next Page \*\*\*

A LATE FEE OF 18% PER YEAR WILL BE CHARGED ON ALL PAST DUE ACCOUNTS TO THE EXTENT PERMITTED BY APPLICABLE LAW.

SELLER REPRESENTS THAT ALL GOODS COVERED BY THIS INVOICE WERE PROCESSED IN  
COMPLIANCE WITH THE REQUIREMENTS OF SECTION 12 (A) AND ALL APPLICABLE  
REQUIREMENTS OF THE FAIR LABOR STANDARDS ACT OF 1938 AS AMENDED.

ALL SALES SUBJECT TO WESTERN PRODUCTS CREDIT POLICY, WARRANTY MANUAL, AND TERMS OF SALE PREVIOUSLY PROVIDED TO CUSTOMER.

WESTERN 000000016



## WESTERN PRODUCTS

## INVOICE

Case 3:04-cv-11467-MAP Document 32-3 Filed 07/15/2005 Page 13 of 60

7777 NORTH 73RD STREET

Page: 000008

P.O. BOX 245038  
MILWAUKEE, WISCONSIN 53224-9538  
414-354-2310

## OUR REMITTANCE ADDRESS IS:

WESTERN PRODUCTS DIVISION  
DOUGLAS DYNAMICS L.L.C.  
1340 SOLUTIONS CENTER  
CHICAGO, IL 60677-1003

## Sold-to:

B & P SUPPLY  
260 COLUMBUS AVE  
PITTSFIELD MA

01201

## Ship-to:

B & P SUPPLY  
260 COLUMBUS AVE  
PITTSFIELD MA

01201

ORDER #	SHIP #	LOC	SHIP VIA		COL / PPD	INVOICE #	
134598-00	100975	10	hoffman		COLLECT	00141464	
ORDER DATE	SHIP DATE	CUST #	PURCHASE ORDER #		JOB #	SL\$	DATE
11/24/2003	12/08/2003	W04100	PO-1546#			16	12/08/2003

LINE SEQ #	ITEM NUMBER DESCRIPTION	UOM	QTY'S	ORDERED PRICES:	SHIPPED PER UNIT	BACKORDERED EXTENDED	NET
62	67040-2 VEH MOUNT DODGE 15-35 94-01 2002 25/35	EA	1		1 56.24	0 56.24	56.24
63	63392 HARNESS KIT HB 3 & 4 9-PIN -F	EA	1		1 189.41	0 189.41	106.07
	Disc%:		44.00				
64	61300 6-1/2 FT. BLADE ASSY SU	EA	1		0 446.37	1 .00	.00
	Disc%:		44.00				
65	61930 A, Q & L ASSY U SU	EA	2		0 774.93	2 .00	.00
	Disc%:		44.00				
66	62370 TOYOTA MOUNT ASSY U #2365 TACOMA PICK-UP 4X4 95 & LATER	EA	1		1 445.20	0 445.20	249.31
	Disc%:		44.00				
67	64355 ISAR SOL HYD SYS 6RAM U IM SPORT UTILITY	EA	2		2 1,482.37	0 2,964.74	1,660.26
	Disc%:		44.00				
68	60381 7-1/2 FT. BLADE ASSY P	EA	1		1 831.06	0 831.06	465.39
	Disc%:		44.00				
69	49067 DISC SHOE ASSY C & S	EA	6		6 14.82	0 88.92	53.34
	Disc%:		40.00				
70	8436 PLUG IN HARNESS KIT HB-1 OR HB-5	EA	6		6 233.00	0 1,398.00	782.88
	Disc%:		44.00				

CASH DISCOUNTS, WHEN OFFERED ARE  
APPLICABLE TO THE AMOUNT OF  
MERCHANDISE ONLY.

INVOICE TOTAL

\*\*\* Continued On The Next Page \*\*\*

A LATE FEE OF 18% PER YEAR WILL BE CHARGED ON ALL PAST DUE ACCOUNTS TO THE EXTENT PERMITTED BY APPLICABLE LAW.

SELLER REPRESENTS THAT ALL GOODS COVERED BY THIS INVOICE WERE PROCESSED IN  
COMPLIANCE WITH THE REQUIREMENTS OF SECTION 12 (A) AND ALL APPLICABLE  
REQUIREMENTS OF THE FAIR LABOR STANDARDS ACT OF 1938 AS AMENDED.

ALL SALES SUBJECT TO WESTERN PRODUCTS CREDIT POLICY, WARRANTY MANUAL, AND TERMS OF SALE PREVIOUSLY PROVIDED TO CUSTOMER.

WESTERN 000000017



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WESTERN PRODUCTS  
7777 NORTH 73RD STREET  
P.O. BOX 245038  
MILWAUKEE, WISCONSIN 53224-9538  
414-354-2310

INVOICE

Page: 000009

OUR REMITTANCE ADDRESS IS:

WESTERN PRODUCTS DIVISION  
DOUGLAS DYNAMICS L.L.C.  
1340 SOLUTIONS CENTER  
CHICAGO, IL 60677-1003

Sold-to:

B & P SUPPLY  
260 COLUMBUS AVE  
PITTSFIELD MA

01201

Ship-to:

B & P SUPPLY  
260 COLUMBUS AVE  
PITTSFIELD MA

01201

ORDER #	SHIP #	LOC	SHIP VIA		COL / PPD	INVOICE #	
134598-00	100975	10	hoffman		COLLECT	00141464	
ORDER DATE	SHIP DATE	CUST #	PURCHASE ORDER #		JOB #	SLS	DATE
11/24/2003	12/08/2003	W04100	PO-1546#			16	12/08/2003

LINE SEQ #	ITEM NUMBER DESCRIPTION	UOM	QTY'S	ORDERED PRICES:	SHIPPED PER UNIT	BACKORDERED EXTENDED	NET
71	56462 HAND-HELD CONTROL KIT	EA	3	3	237.22	0	398.52
				44.00		711.66	
72	63470 A, Q & L ASSY U LSX	EA	1	0	810.63	1	.00
				44.00		.00	
73	64545 ISAR SOL HYD SYS 8RAM U IM LSX	EA	1	0	1,482.37	1	.00
				44.00		.00	
74	63670 KIT, 9' POLY DEFLECTOR	EA	6	6	106.05	0	356.34
				44.00		636.30	
75	67982 FORD MOUNT ASSY #3219 F250-550 SD 1999 & LATER	EA	6	0	351.90	6	.00
				44.00		.00	
76	64588 FLOSTAT HYD SYS 10"RAM UT IM STD & PRO	EA	5	5	1,423.13	0	3,984.75
				44.00		7,115.65	
77	67950 UT P/PY AQ&L ASSY 66880 BOX1/2	EA	4	4	623.48	0	1,396.60
				44.00		2,493.92	
78	67951-2 UT P/PY/PP/MVP AQ&L ASSY 66880/66900/56810 BOX 2/2	EA	4	4	607.14	0	1,360.00
				44.00		2,428.56	
79	49347	EA	3	3		0	

CASH DISCOUNTS, WHEN OFFERED ARE  
APPLICABLE TO THE AMOUNT OF  
MERCHANDISE ONLY.

INVOICE TOTAL

\*\*\* Continued On The Next Page \*\*\*

A LATE FEE OF 18% PER YEAR WILL BE CHARGED ON ALL PAST DUE ACCOUNTS TO THE EXTENT PERMITTED BY APPLICABLE LAW.

SELLER REPRESENTS THAT ALL GOODS COVERED BY THIS INVOICE WERE PROCESSED IN  
COMPLIANCE WITH THE REQUIREMENTS OF SECTION 12 (A) AND ALL APPLICABLE  
REQUIREMENTS OF THE FAIR LABOR STANDARDS ACT OF 1938 AS AMENDED.

ALL SALES SUBJECT TO WESTERN PRODUCTS CREDIT POLICY, WARRANTY MANUAL, AND TERMS OF SALE PREVIOUSLY PROVIDED TO CUSTOMER.

WESTERN 000000018



## WESTERN PRODUCTS

## INVOICE

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7777 NORTH 73RD STREET

Page: 000010

P.O. BOX 245038  
MILWAUKEE, WISCONSIN 53224-9538  
414-354-2310

## OUR REMITTANCE ADDRESS IS:

WESTERN PRODUCTS DIVISION  
DOUGLAS DYNAMICS L.L.C.  
1340 SOLUTIONS CENTER  
CHICAGO, IL 60677-1003

## Sold-to:

B & P SUPPLY  
260 COLUMBUS AVE  
PITTSFIELD MA

01201

## Ship-to:

B & P SUPPLY  
260 COLUMBUS AVE  
PITTSFIELD MA

01201

ORDER #	SHIP #	LOC.	SHIP MA		COL / PPD		INVOICE#	
134598-00	100975	10	hoffman		COLLECT		00141464	
ORDER DATE	SHIP DATE		CUST #	PURCHASE ORDER #		JOB #	SLS	DATE
11/24/2003	12/08/2003		W04100	PO-1546#			16	12/08/2003

LINE SEQ #	ITEM NUMBER DESCRIPTION	UOM	QTY'S	ORDERED PRICES:	SHIPPED PER UNIT	BACKORDERED EXTENDED	NET
	CUTTING EDGE ASSY 8.0' P 1/2"				80.08	240.24	134.55
			Disc%:	44.00			
80	56130	EA	2		2	0	
	CABLE ASSY 9' BLACK ADJUST				23.03	46.06	27.64
			Disc%:	40.00			
81	60390	EA	2		2	0	
	8 FT. BLADE ASSY P				926.18	1,852.36	1,037.32
			Disc%:	44.00			
82	63883-1	EA	3		3	0	
	DODGE RAM MOUNT ASSY # 969				351.90	1,055.70	591.18
			Disc%:	44.00			
83	67592	EA	1		1	0	
	MOUNT, PS				166.04	166.04	99.62
			Disc%:	40.00			
84	93033K	EA	4		4	0	
	PIN 1/2" X 5.5"				6.62	26.48	15.88
			Disc%:	40.00			
85	93034K	EA	2		2	0	
	STAND LOCK PIN 5/8" X 2"				8.96	17.92	10.76
			Disc%:	40.00			
86	93042K	EA	10		10	0	
	LINCH PIN 3/16"				2.97	29.70	17.80
			Disc%:	40.00			
87	63250-1	EA	1		1	0	
	JEEP MOUNT ASSY #3715				445.20	445.20	249.31
			Disc%:	44.00			
88	49090	EA	1		1	0	
	AIR BAG KIT JEEP CHER WGN/BER				190.02	190.02	106.41
			Disc%:	44.00			

CASH DISCOUNTS, WHEN OFFERED ARE

APPLICABLE TO THE AMOUNT OF

MERCHANDISE ONLY. \*\*\* Continued On The Next Page \*\*\*

INVOICE TOTAL

A LATE FEE OF 18% PER YEAR WILL BE CHARGED ON ALL PAST DUE ACCOUNTS TO THE EXTENT PERMITTED BY APPLICABLE LAW.

SELLER REPRESENTS THAT ALL GOODS COVERED BY THIS INVOICE WERE PROCESSED IN  
COMPLIANCE WITH THE REQUIREMENTS OF SECTION 12 (A) AND ALL APPLICABLE  
REQUIREMENTS OF THE FAIR LABOR STANDARDS ACT OF 1938 AS AMENDED.

ALL SALES SUBJECT TO WESTERN PRODUCTS CREDIT POLICY, WARRANTY MANUAL, AND TERMS OF SALE PREVIOUSLY PROVIDED TO CUSTOMER.

WESTERN 000000019





## WESTERN PRODUCTS

## INVOICE

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Page: 000011

7777 NORTH 73RD STREET

P.O. BOX 245038  
MILWAUKEE, WISCONSIN 53224-9538  
414-354-2310

## OUR REMITTANCE ADDRESS IS:

WESTERN PRODUCTS DIVISION  
DOUGLAS DYNAMICS L.L.C.  
1340 SOLUTIONS CENTER  
CHICAGO, IL 60677-1003

## Sold-to:

B & P SUPPLY  
260 COLUMBUS AVE  
PITTSFIELD MA 01201

## Ship-to:

B & P SUPPLY  
260 COLUMBUS AVE  
PITTSFIELD MA 01201

ORDER #	SHIP #	LOC.	SHIP VIA		COL / PPD	INVOICE #	
134598-00	100975	10	hoffman		COLLECT	00141464	
ORDER DATE	SHIP DATE	CUST #	PURCHASE ORDER #		JOB #	SLS	DATE
11/24/2003	12/08/2003	WO4100	PO-1546#			16	12/08/2003

LINE SEQ #	ITEM NUMBER DESCRIPTION	UOM	QTY'S:	ORDERED	SHIPPED	BACKORDERED	NET
				PRICES:	PER UNIT	EXTENDED	

THANK YOU FOR YOUR PROMPT PAYMENT

Sales Amount 61,690.26  
Misc. Charges .00  
Freight .00  
Sales Tax .00CASH DISCOUNTS, WHEN OFFERED ARE  
APPLICABLE TO THE AMOUNT OF 1% 10 NET 30  
MERCHANDISE ONLY.

INVOICE TOTAL

\$61,690.26

A LATE FEE OF 18% PER YEAR WILL BE CHARGED ON ALL PAST DUE ACCOUNTS TO THE EXTENT PERMITTED BY APPLICABLE LAW.

SELLER REPRESENTS THAT ALL GOODS COVERED BY THIS INVOICE WERE PROCESSED IN  
COMPLIANCE WITH THE REQUIREMENTS OF SECTION 12 (A) AND ALL APPLICABLE  
REQUIREMENTS OF THE FAIR LABOR STANDARDS ACT OF 1938 AS AMENDED.

ALL SALES SUBJECT TO WESTERN PRODUCTS CREDIT POLICY, WARRANTY MANUAL, AND TERMS OF SALE PREVIOUSLY PROVIDED TO CUSTOMER.

WESTERN 000000020



## WESTERN PRODUCTS

## INVOICE

7777 NORTH 73RD STREET

Page: 000001

P.O. BOX 245038  
MILWAUKEE, WISCONSIN 53224-9538  
414-354-2310

## OUR REMITTANCE ADDRESS IS:

WESTERN PRODUCTS DIVISION  
DOUGLAS DYNAMICS L.L.C.  
1340 SOLUTIONS CENTER  
CHICAGO, IL 60677-1003

## Sold-to:

B & P SUPPLY  
260 COLUMBUS AVE  
PITTSFIELD MA

01201

## Ship-to:

B & P SUPPLY  
260 COLUMBUS AVE  
PITTSFIELD MA

01201

ORDER #	SHIP #	LOC	SHIP VIA	COL / PPD	INVOICE #
138300-00		10	DO NOT SHIP	PREPAID	00142601
ORDER DATE	SHIP DATE	CUST #	PURCHASE ORDER #	JOB #	SLS
12/13/2003	12/13/2003	W04100	INSEASON FRT ALLOWANCE		16
					12/13/2003

LINE SEQ #	ITEM NUMBER DESCRIPTION	UOM	QTY'S:	ORDERED	SHIPPED	BACKORDERED	NET
			PRICES:	PER UNIT	EXTENDED		

\*\*\*\*\*

THIS CREDIT IS FOR INSEASON FRT ALLOWANCE ON ORDER#134598

\*\*\*\*\*

2	XFI	EA	1-	1-	0	
	FREIGHT ALLOWANCE IN SEASON			450.00	450.00-	450.00-

THANK YOU FOR YOUR PROMPT PAYMENT

Sales Amount	450.00-
Misc. Charges	.00
Freight	.00
Sales Tax	.00

CASH DISCOUNTS, WHEN OFFERED ARE  
APPLICABLE TO THE AMOUNT OF  
MERCHANDISE ONLY.

1% 10 NET 30

INVOICE TOTAL

\$450.00-

A LATE FEE OF 18% PER YEAR WILL BE CHARGED ON ALL PAST DUE ACCOUNTS TO THE EXTENT PERMITTED BY APPLICABLE LAW.

SELLER REPRESENTS THAT ALL GOODS COVERED BY THIS INVOICE WERE PROCESSED IN  
COMPLIANCE WITH THE REQUIREMENTS OF SECTION 12 (A) AND ALL APPLICABLE  
REQUIREMENTS OF THE FAIR LABOR STANDARDS ACT OF 1938 AS AMENDED.

ALL SALES SUBJECT TO WESTERN PRODUCTS CREDIT POLICY, WARRANTY MANUAL, AND TERMS OF SALE PREVIOUSLY PROVIDED TO CUSTOMER.

WESTERN 000000021

7777 NORTH 73RD STREET  
P.O. BOX 245038  
MILWAUKEE, WISCONSIN 53224-9538  
414-354-2310

**OUR REMITTANCE ADDRESS IS:**

WESTERN PRODUCTS DIVISION  
DOUGLAS DYNAMICS L.L.C.  
1340 SOLUTIONS CENTER  
CHICAGO, IL 60677-1003

Sold-to:

B & P SUPPLY  
260 COLUMBUS AVE  
PITTSFIELD MA

01201

Ship-to:

B & P SUPPLY  
260 COLUMBUS AVE  
PITTSFIELD MA

01201

ORDER #	SHIP #	LOC.	SHIP VIA		COL / PPO	INVOICE #	
138418-00	101969	10	UPS 2ND DAY		PREPAID	00142865	
ORDER DATE	SHIP DATE	CUST #	PURCHASE ORDER #		JOB #	SLS	DATE
12/15/2003	12/15/2003	WO4100	PO-1585#			16	12/15/2003

LINE SEQ #	ITEM NUMBER	UOM	QTY'S:	ORDERED	SHIPPED	BACKORDERED	
	DESCRIPTION		PRICES:		PER UNIT	EXTENDED	NET
	***** THIS IS A 2ND DAY AIR ORDER *****						
1	8436 EA		2		2	0	
	PLUG IN HARNESS KIT				233.00	466.00	260.96
	HB-1 OR HB-5						
	Disc%:		44.00				
	Sales Amount						260.96
	Misc. Charges						.00
	Freight						22.00
	Sales Tax						.00
	THANK YOU FOR YOUR PROMPT PAYMENT						

CASH DISCOUNTS, WHEN OFFERED ARE 1% 10 NET 30  
APPLICABLE TO THE AMOUNT OF  
MERCHANDISE ONLY.

INVOICE TOTAL

\$282.96

A LATE FEE OF 18% PER YEAR WILL BE CHARGED ON ALL PAST DUE ACCOUNTS TO THE EXTENT PERMITTED BY APPLICABLE LAW.

SELLER REPRESENTS THAT ALL GOODS COVERED BY THIS INVOICE WERE PROCESSED IN COMPLIANCE WITH THE REQUIREMENTS OF SECTION 12 (A) AND ALL APPLICABLE REQUIREMENTS OF THE FAIR LABOR STANDARDS ACT OF 1938 AS AMENDED.

ALL SALES SUBJECT TO WESTERN PRODUCTS CREDIT POLICY, WARRANTY MANUAL, AND TERMS OF SALE PREVIOUSLY PROVIDED TO CUSTOMER.

WESTERN 000000022



7777 NORTH 73RD STREET

P.O. BOX 245038  
MILWAUKEE, WISCONSIN 53224-9538  
414-354-2310

## OUR REMITTANCE ADDRESS IS:

WESTERN PRODUCTS DIVISION  
DOUGLAS DYNAMICS L.L.C.  
1340 SOLUTIONS CENTER  
CHICAGO, IL 60677-1003

## Sold-to:

B & P SUPPLY  
260 COLUMBUS AVE  
PITTSFIELD MA

01201

## Ship-to:

B & P SUPPLY  
260 COLUMBUS AVE  
PITTSFIELD MA

01201

ORDER #	SHIP #	LOC	SHIP VIA		COL / PPD	INVOICE #	
138421-00	102270	10	UPS		PREPAID	00143265	
ORDER DATE	SHIP DATE	CUST #	PURCHASE ORDER #		JOB #	SLS	DATE
12/15/2003	12/16/2003	W04100	PO-1583#			16	12/16/2003

LINE SEQ #	ITEM NUMBER DESCRIPTION	UOM	QTY'S:	ORDERED	SHIPPED	BACKORDERED	NET
				PRICES:	PER UNIT	EXTENDED	
	PLEASE NOTE: THIS DOES NOT QUALIFY FOR A PRIORITY ORDER AS CERTAIN PARTS ARE INELIGIBLE - PLEASE REVIEW PPS LIST						
1	8436 PLUG IN HARNESS KIT HB-1 OR HB-5	EA	3		3 233.00	0 699.00	391.44
		Disc%:	44.00				
2	61555 HARNESS KIT 2B/2D 12 PIN -B	EA	2		2 130.41	0 260.82	146.06
		Disc%:	44.00				
3	56131K MOTOR RELAY KIT	EA	6		6 11.08	0 66.48	39.90
		Disc%:	40.00				
4	49308 GRILL CONNECTOR KIT 9 PIN	EA	3		3 41.56	0 124.68	74.82
		Disc%:	40.00				
5	49317 PLOW PLUG KIT 9-PIN	EA	3		3 46.31	0 138.93	83.37
		Disc%:	40.00				
					Sales Amount		735.59
					Misc. Charges		.00
					Freight		10.68
					Sales Tax		.00
	THANK YOU FOR YOUR PROMPT PAYMENT						

CASH DISCOUNTS, WHEN OFFERED ARE  
APPLICABLE TO THE AMOUNT OF  
MERCHANDISE ONLY.

1% 10 NET 30

INVOICE TOTAL

\$746.27

A LATE FEE OF 18% PER YEAR WILL BE CHARGED ON ALL PAST DUE ACCOUNTS TO THE EXTENT PERMITTED BY APPLICABLE LAW.

SELLER REPRESENTS THAT ALL GOODS COVERED BY THIS INVOICE WERE PROCESSED IN  
COMPLIANCE WITH THE REQUIREMENTS OF SECTION 12 (A) AND ALL APPLICABLE  
REQUIREMENTS OF THE FAIR LABOR STANDARDS ACT OF 1939 AS AMENDED.

ALL SALES SUBJECT TO WESTERN PRODUCTS CREDIT POLICY, WARRANTY MANUAL, AND TERMS OF SALE PREVIOUSLY PROVIDED TO CUSTOMER.

WESTERN 000000023



WESTERN PRODUCTS

INVOICE

7777 NORTH 73RD STREET

Page: 000001

P.O. BOX 245038  
MILWAUKEE, WISCONSIN 53224-9538  
414-354-2310

## OUR REMITTANCE ADDRESS IS:

WESTERN PRODUCTS DIVISION  
DOUGLAS DYNAMICS L.L.C.  
1340 SOLUTIONS CENTER  
CHICAGO, IL 60677-1003

## Sold-to:

B & P SUPPLY  
260 COLUMBUS AVE  
PITTSFIELD MA 01201

## Ship-to:

B & P SUPPLY  
260 COLUMBUS AVE  
PITTSFIELD MA 01201

ORDER #	SHIP #	LOC	SHIP VIA		COL / PPD		INVOICE #	
137782-00	102481	10	YELLOW		PREPAID		00143585	
ORDER DATE	SHIP DATE		CUST #	PURCHASE ORDER #		JOB #	SL\$	DATE
12/11/2003	12/18/2003		W04100	PETER			16	12/18/2003

LINE SEQ #	ITEM NUMBER DESCRIPTION	UOM	QTY'S:	ORDERED	SHIPPED	BACKORDERED	NET
				PRICES:	PER UNIT	EXTENDED	

SHIP WITH ANOTHER ORDER

1	95427	EA	1	1	0		
	CHUTE ASSY 26" STS			670.80	670.80		342.11
	CENTER BELT DRIVE						
		Disc%:	49.00				

THANK YOU FOR YOUR PROMPT PAYMENT

Sales Amount	342.11
Misc. Charges	.00
Freight	.00
Sales Tax	.00

CASH DISCOUNTS, WHEN OFFERED ARE  
APPLICABLE TO THE AMOUNT OF  
MERCHANDISE ONLY.

18 10 NET 30

INVOICE TOTAL

\$342.11

A LATE FEE OF 18% PER YEAR WILL BE CHARGED ON ALL PAST DUE ACCOUNTS TO THE EXTENT PERMITTED BY APPLICABLE LAW.

SELLER REPRESENTS THAT ALL GOODS COVERED BY THIS INVOICE WERE PROCESSED IN  
COMPLIANCE WITH THE REQUIREMENTS OF SECTION 12 (A) AND ALL APPLICABLE  
REQUIREMENTS OF THE FAIR LABOR STANDARDS ACT OF 1938 AS AMENDED.

ALL SALES SUBJECT TO WESTERN PRODUCTS CREDIT POLICY, WARRANTY MANUAL, AND TERMS OF SALE PREVIOUSLY PROVIDED TO CUSTOMER.

WESTERN 000000024



MILWAUKEE, WISCONSIN 53224-9538  
414-354-2310

Page: 000001

**OUR REMITTANCE ADDRESS IS:**

WESTERN PRODUCTS DIVISION  
DOUGLAS DYNAMICS L.L.C.  
1340 SOLUTIONS CENTER  
CHICAGO, IL 60677-1003

Sold-to:

B & P SUPPLY  
260 COLUMBUS AVE  
PITTSFIELD MA

Ship-to:

B & P SUPPLY  
260 COLUMBUS AVE  
PITTSFIELD MA

01201

ORDER #	SHIP #	LOC.	SHIP VIA		COL / PPD		INVOICE #	
138530-00	102536	10	UPS		PREPAID		00143657	
ORDER DATE	SHIP DATE		CUST #	PURCHASE ORDER #		JOB #	SL#	DATE
12/15/2003	12/18/2003		W04100	1584#			16	12/18/2003

[illegible]

CASH DISCOUNTS, WHEN OFFERED ARE 1% 10 NET 30  
APPLICABLE TO THE AMOUNT OF  
MERCHANDISE ONLY.

INVOICE TOTAL

\$123.39

A LATE FEE OF 18% PER YEAR WILL BE CHARGED ON ALL PAST DUE ACCOUNTS TO THE EXTENT PERMITTED BY APPLICABLE LAW.

SELLER REPRESENTS THAT ALL GOODS COVERED BY THIS INVOICE WERE PROCESSED IN COMPLIANCE WITH THE REQUIREMENTS OF SECTION 12 (A) AND ALL APPLICABLE REQUIREMENTS OF THE FAIR LABOR STANDARDS ACT OF 1938 AS AMENDED.

ALL SALES SUBJECT TO WESTERN PRODUCTS CREDIT POLICY, WARRANTY MANUAL, AND TERMS OF SALE PREVIOUSLY PROVIDED TO CUSTOMER.

WESTERN 000000025



## WESTERN PRODUCTS

## INVOICE

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7777 NORTH 73RD STREET

P.O. BOX 245038  
MILWAUKEE, WISCONSIN 53224-9538  
414-354-2310

## OUR REMITTANCE ADDRESS IS:

WESTERN PRODUCTS DIVISION  
DOUGLAS DYNAMICS L.L.C.  
1340 SOLUTIONS CENTER  
CHICAGO, IL 60677-1003

## Sold-to:

B & P SUPPLY  
260 COLUMBUS AVE  
PITTSFIELD MA

01201

## Ship-to:

B & P SUPPLY  
260 COLUMBUS AVE  
PITTSFIELD MA

01201

ORDER #	SHIP #	LOC	SHIP VIA	COL / PPD	INVOICE #
138631-00	103017	10	UPS	PREPAID	00144114
ORDER DATE	SHIP DATE	CUST #	PURCHASE ORDER #	JOB #	SLS
12/15/2003	12/22/2003	WD4100	1582#		16
					12/22/2003

LINE SEQ #	ITEM NUMBER DESCRIPTION	UOM	QTY'S	ORDERED PRICES:	SHIPPED PER UNIT	BACKORDERED EXTENDED	NET
1	22511 BATTERY CABLE 22" RED	EA	2	2	8.00	0	9.60
	Disc%:		40.00			16.00	
2	25861K MOTOR GASKET KIT	EA	6	6	1.30	0	4.68
	Disc%:		40.00			7.80	
3	49067 DISC SHOE ASSY C & S	EA	2	2	14.82	0	17.78
	Disc%:		40.00			29.64	
4	49138K RELIEF VALVE KIT - 2 SETS	EA	2	2	14.08	0	16.90
	Disc%:		40.00			28.16	
5	49230K COIL W/SPADE TERMINALS	EA	2	2	13.05	0	15.66
	Disc%:		40.00			26.10	
	Part number 49230 has been replaced by 49230K						
6	49298 HEADLIGHT HOUSING ASSY	EA	2	2	46.32	0	55.58
	Disc%:		40.00			92.64	
7	49308 GRILL CONNECTOR KIT 9 PIN	EA	6	6	41.56	0	149.64
	Disc%:		40.00			249.36	
8	49310 GRILL CONNECTOR KIT 12 PIN	EA	2	0	54.52	2	.00
	Disc%:		40.00			.00	
9	49317 PLOW PLUG KIT 9-PIN	EA	6	6	46.31	0	166.74
	Disc%:		40.00			277.86	
10	49319 PLOW PLUG KIT 12-PIN	EA	2	0	47.83	2	.00
						.00	

CASH DISCOUNTS, WHEN OFFERED ARE  
APPLICABLE TO THE AMOUNT OF  
MERCHANDISE ONLY.

INVOICE TOTAL

\*\*\* Continued On The Next Page \*\*\*

A LATE FEE OF 18% PER YEAR WILL BE CHARGED ON ALL PAST DUE ACCOUNTS TO THE EXTENT PERMITTED BY APPLICABLE LAW.

SELLER REPRESENTS THAT ALL GOODS COVERED BY THIS INVOICE WERE PROCESSED IN  
COMPLIANCE WITH THE REQUIREMENTS OF SECTION 12 (A) AND ALL APPLICABLE  
REQUIREMENTS OF THE FAIR LABOR STANDARDS ACT OF 1938 AS AMENDED.

ALL SALES SUBJECT TO WESTERN PRODUCTS CREDIT POLICY, WARRANTY MANUAL, AND TERMS OF SALE PREVIOUSLY PROVIDED TO CUSTOMER.

WESTERN 000000026



## WESTERN PRODUCTS

## INVOICE

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7777 NORTH 73RD STREET

Page: 000002

P.O. BOX 245038  
MILWAUKEE, WISCONSIN 53224-9538  
414-354-2310

## OUR REMITTANCE ADDRESS IS:

WESTERN PRODUCTS DIVISION  
DOUGLAS DYNAMICS L.L.C.  
1340 SOLUTIONS CENTER  
CHICAGO, IL 60677-1003

## Sold-to:

B & P SUPPLY  
260 COLUMBUS AVE  
PITTSFIELD MA

01201

## Ship-to:

B & P SUPPLY  
260 COLUMBUS AVE  
PITTSFIELD MA

01201

ORDER #	SHIP #	LOC	SHIP VIA		COL / PFD	INVOICE #	
138631-00	103017	10	UPS		PREPAID	00144114	
ORDER DATE	SHIP DATE	CUST #	PURCHASE ORDER #		JOB #	SLS	DATE
12/15/2003	12/22/2003	WO4100	1582#			16	12/22/2003

LINE SEQ #	ITEM NUMBER DESCRIPTION	UOM	QTY'S:	ORDERED PRICES:	SHIPPED PER UNIT	BACKORDERED EXTENDED	NET
11	56035 CABLE ASSY 9' BLACK	EA	2	40.00 20.53	2	0 41.06	24.64
12	56131K MOTOR RELAY KIT	EA	20	40.00 11.08	20	0 221.60	133.00
13	56133 MOTOR ASSY 4-1/2"	EA	4	40.00 115.40	4	0 461.60	276.96
14	56185K SUCTION FILTER KIT	EA	1	40.00 4.82	0	1 .00	.00
15	56462 HAND-HELD CONTROL KIT	EA	4	40.00 237.22	4	0 948.88	531.36
16	61548K PLUG COVER KIT	EA	6	44.00 3.73	6	0 22.38	13.44
17	61555 HARNESS KIT 2B/2D 12 PIN -B	EA	1	40.00 130.41	1	0 130.41	73.03
18	65109 TARP - 8'	EA	1	44.00 64.96	1	0 64.96	45.47
19	65193 SPROCKET, #40 X 24T X 3/4" ID	EA	1	30.00 26.80	1	0 26.80	16.08

CASH DISCOUNTS, WHEN OFFERED ARE  
APPLICABLE TO THE AMOUNT OF  
MERCHANDISE ONLY.

INVOICE TOTAL

\*\*\* Continued On The Next Page \*\*\*

A LATE FEE OF 18% PER YEAR WILL BE CHARGED ON ALL PAST DUE ACCOUNTS TO THE EXTENT PERMITTED BY APPLICABLE LAW.

SELLER REPRESENTS THAT ALL GOODS COVERED BY THIS INVOICE WERE PROCESSED IN  
COMPLIANCE WITH THE REQUIREMENTS OF SECTION 12 (A) AND ALL APPLICABLE  
REQUIREMENTS OF THE FAIR LABOR STANDARDS ACT OF 1938 AS AMENDED.

ALL SALES SUBJECT TO WESTERN PRODUCTS CREDIT POLICY, WARRANTY MANUAL, AND TERMS OF SALE PREVIOUSLY PROVIDED TO CUSTOMER.

WESTERN 000000027





## WESTERN PRODUCTS

## INVOICE

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7777 NORTH 73RD STREET

Page: 000003

P.O. BOX 245038  
MILWAUKEE, WISCONSIN 53224-9538  
414-354-2310

## OUR REMITTANCE ADDRESS IS:

WESTERN PRODUCTS DIVISION  
DOUGLAS DYNAMICS L.L.C.  
1340 SOLUTIONS CENTER  
CHICAGO, IL 60677-1003

## Sold-to:

B & P SUPPLY  
260 COLUMBUS AVE  
PITTSFIELD MA

01201

## Ship-to:

B & P SUPPLY  
260 COLUMBUS AVE  
PITTSFIELD MA

01201

ORDER #	SHIP #	LOC.	SHIP VIA		COL / PPD		INVOICE #	
138631-00	103017	10	UPS		PREPAID		00144114	
ORDER DATE	SHIP DATE		CUST #	PURCHASE ORDER #		JOB #	SLS	DATE
12/15/2003	12/22/2003		W04100	1582#			16	12/22/2003

LINE SEQ #	ITEM NUMBER DESCRIPTION	UOM	QTY'S	ORDERED PRICES:	SHIPPED PER UNIT	BACKORDERED EXTENDED	NET
20	65215 #40 ROLLER CHAIN, 39" LONG Disc%: 40.00	EA	1		1 20.05	0 20.05	12.03
21	68351 #40 ROLLER CHAIN 26 1/2" LONG WITH MASTER LINK (HARDENED) Disc%: 40.00	EA	3		3 12.08	0 36.24	21.75
22	8436 PLUG IN HARNESS KIT HB-1 OR HB-5 Disc%: 44.00	EA	5		5 233.00	0 1,165.00	652.40
23	91965K HAIRPIN COTTER 5/32" Disc%: 40.00	EA	30		30 .62	0 18.60	11.10
24	Part number 91965 93028K HITCH PIN 1" X 3-1/2" Disc%: 40.00	EA	12		12 4.16	0 49.92	30.00
25	93033K PIN 1/2" X 5.5" Disc%: 40.00	EA	2		2 6.62	0 13.24	7.94
Sales Amount							2,285.78
Misc. Charges							.00
Freight							72.15
Sales Tax							.00
THANK YOU FOR YOUR PROMPT PAYMENT							

CASH DISCOUNTS, WHEN OFFERED ARE  
APPLICABLE TO THE AMOUNT OF  
MERCHANDISE ONLY.

1% 10 NET 30

INVOICE TOTAL

\$2,357.93

A LATE FEE OF 18% PER YEAR WILL BE CHARGED ON ALL PAST DUE ACCOUNTS TO THE EXTENT PERMITTED BY APPLICABLE LAW.

SELLER REPRESENTS THAT ALL GOODS COVERED BY THIS INVOICE WERE PROCESSED IN  
COMPLIANCE WITH THE REQUIREMENTS OF SECTION 12 (A) AND ALL APPLICABLE  
REQUIREMENTS OF THE FAIR LABOR STANDARDS ACT OF 1938 AS AMENDED.

ALL SALES SUBJECT TO WESTERN PRODUCTS CREDIT POLICY, WARRANTY MANUAL, AND TERMS OF SALE PREVIOUSLY PROVIDED TO CUSTOMER.

WESTERN 000000028



## WESTERN PRODUCTS

## INVOICE

7777 NORTH 73RD STREET

Page: 000001

P.O. BOX 245038  
MILWAUKEE, WISCONSIN 53224-9538  
414-354-2310

## OUR REMITTANCE ADDRESS IS:

WESTERN PRODUCTS DIVISION  
DOUGLAS DYNAMICS L.L.C.  
1340 SOLUTIONS CENTER  
CHICAGO, IL 60677-1003

## Sold-to:

B & P SUPPLY  
260 COLUMBUS AVE  
PITTSFIELD MA

## Ship-to:

B & P SUPPLY  
260 COLUMBUS AVE  
PITTSFIELD MA

01201

01201

ORDER #	SHIP #	LOC.	SHIP VIA	COL / PPD	INVOICE #
139031-00	102867	10	UPS	PREPAID	00144237
ORDER DATE	SHIP DATE	CUST #	PURCHASE ORDER #	JOB #	SLS
12/17/2003	12/22/2003	W04100	1592#		16
					12/22/2003

LINE SEQ #	ITEM NUMBER	UOM	QTY'S	ORDERED	SHIPPED	BACKORDERED	NET
	DESCRIPTION			PRICES:	PER UNIT	EXTENDED	
1	22511	EA	2		2	0	
	BATTERY CABLE 22" RED				8.00	16.00	9.60
	Disc%:		40.00				
2	63411	EA	2		2	0	
	VEHICLE BATTERY CABLE				44.70	89.40	53.64
	Disc%:		40.00				
3	65374	EA	1		1	0	
	ELECTRIC THROTTLE MOTOR				110.32	110.32	66.19
	Disc%:		40.00				
4	93028K	EA	6		6	0	
	HITCH PIN 1" X 3-1/2"				4.16	24.96	15.00
	Disc%:		40.00				
5	94591	EA	3		0	3	
	GAS SPREADER PARTS KIT WP				360.50	.00	.00
	Disc%:		40.00				
6	61590	EA	1		1	0	
	HARNES KIT HB-5 9 PIN -A				130.41	130.41	73.03
	Disc%:		44.00				
	THANK YOU FOR YOUR PROMPT PAYMENT						
					Sales Amount		217.46
					Misc. Charges		.00
					Freight		6.93
					Sales Tax		.00

CASH DISCOUNTS, WHEN OFFERED ARE  
APPLICABLE TO THE AMOUNT OF 1% 10 NET 30  
MERCHANDISE ONLY.

INVOICE TOTAL

\$224.39

A LATE FEE OF 18% PER YEAR WILL BE CHARGED ON ALL PAST DUE ACCOUNTS TO THE EXTENT PERMITTED BY APPLICABLE LAW.

SELLER REPRESENTS THAT ALL GOODS COVERED BY THIS INVOICE WERE PROCESSED IN  
COMPLIANCE WITH THE REQUIREMENTS OF SECTION 12 (A) AND ALL APPLICABLE  
REQUIREMENTS OF THE FAIR LABOR STANDARDS ACT OF 1938 AS AMENDED.

ALL SALES SUBJECT TO WESTERN PRODUCTS CREDIT POLICY, WARRANTY MANUAL, AND TERMS OF SALE PREVIOUSLY PROVIDED TO CUSTOMER.

WESTERN 000000029



## WESTERN PRODUCTS

## INVOICE

Page: 000001

7777 NORTH 73RD STREET  
P.O. BOX 245038  
MILWAUKEE, WISCONSIN 53224-9538  
414-354-2310

## OUR REMITTANCE ADDRESS IS:

WESTERN PRODUCTS DIVISION  
DOUGLAS DYNAMICS L.L.C.  
1340 SOLUTIONS CENTER  
CHICAGO, IL 60677-1003

## Sold-to:

B & P SUPPLY  
260 COLUMBUS AVE  
PITTSFIELD MA

01201

## Ship-to:

B & P SUPPLY  
260 COLUMBUS AVE  
PITTSFIELD MA

01201

ORDER #	SHIP #	LOC	SHIP VIA	COL / PPD	INVOICE #
139238-00	103117	10	UPS	PREPAID	00144289
ORDER DATE	SHIP DATE	CUST #	PURCHASE ORDER #	JOB #	SL\$
12/18/2003	12/22/2003	W04100	1593#		16

LINE SEQ #	ITEM NUMBER DESCRIPTION	UOM	QTY'S	ORDERED PRICES:	SHIPPED PER UNIT	BACKORDERED EXTENDED	NET
1	21394 COVER ASSY	EA	2		2 7.06	0 14.12	8.48
		Disc%:	40.00				
2	56538K RAM ASSY 1-1/2 X 8 KIT	EA	2		2 98.01	0 196.02	117.62
		Disc%:	40.00				
3	64148 RAM ASSEMBLY 1-1/2 X 12 KIT	EA	2		2 145.91	0 291.82	175.10
		Disc%:	40.00				
4	8436 PLUG IN HARNESS KIT HB-1 OR HB-5	EA	1		1 233.00	0 233.00	130.48
		Disc%:	44.00				
5	8437 PLUG-IN HARNESS KIT HB-3 & HB-4-A, LIGHT GREEN LABEL	EA	1		0 233.00	1 .00	.00
		Disc%:	44.00				
6	56614 RAM ASSY 1-1/2 X 10	EA	2		2 77.98	0 155.96	93.58
		Disc%:	40.00				
7	61353 STAND	EA	2		2 14.82	0 29.64	17.78
		Disc%:	40.00				
Sales Amount							543.04
Misc. Charges							.00
Freight							45.33
Sales Tax							.00

THANK YOU FOR YOUR PROMPT PAYMENT

CASH DISCOUNTS, WHEN OFFERED ARE  
APPLICABLE TO THE AMOUNT OF 1% 10 NET 30  
MERCHANDISE ONLY.

INVOICE TOTAL

\$588.37

A LATE FEE OF 18% PER YEAR WILL BE CHARGED ON ALL PAST DUE ACCOUNTS TO THE EXTENT PERMITTED BY APPLICABLE LAW.

SELLER REPRESENTS THAT ALL GOODS COVERED BY THIS INVOICE WERE PROCESSED IN  
COMPLIANCE WITH THE REQUIREMENTS OF SECTION 12 (A) AND ALL APPLICABLE  
REQUIREMENTS OF THE FAIR LABOR STANDARDS ACT OF 1938 AS AMENDED.

ALL SALES SUBJECT TO WESTERN PRODUCTS CREDIT POLICY, WARRANTY MANUAL, AND TERMS OF SALE PREVIOUSLY PROVIDED TO CUSTOMER.

WESTERN 000000030



## WESTERN PRODUCTS

## INVOICE

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7777 NORTH 73RD STREET

P.O. BOX 245038  
MILWAUKEE, WISCONSIN 53224-9538  
414-354-2310

## OUR REMITTANCE ADDRESS IS:

WESTERN PRODUCTS DIVISION  
DOUGLAS DYNAMICS L.L.C.  
1340 SOLUTIONS CENTER  
CHICAGO, IL 60677-1003

## Sold-to:

B & P SUPPLY  
260 COLUMBUS AVE  
PITTSFIELD MA

01201

## Ship-to:

B & P SUPPLY  
260 COLUMBUS AVE  
PITTSFIELD MA

01201

ORDER #	SHIP #	LOC	SHIP VIA	COL / PPD	INVOICE #
139330-00	103117	10	UPS	PREPAID	00144300
ORDER DATE	SHIP DATE	CUST #	PURCHASE ORDER #	JOB #	SL\$
12/18/2003	12/22/2003	W04100	1595#		16
					12/22/2003

LINE SEQ #	ITEM NUMBER DESCRIPTION	UOM	QTY'S	ORDERED PRICES:	SHIPPED PER UNIT	BACKORDERED EXTENDED	NET
1	21500 MOTOR ASSY 4-1/2" - FS	EA	1	115.40	1	0	69.24
	Disc%:		40.00				
2	21501 HYD PUMP KIT - FS	EA	1	179.87	0	1	.00
	Disc%:		40.00				
3	26352 PLUG-IN HARNESS HB-3 & HB-4 -B LONG	EA	1	73.39	0	1	.00
	Disc%:		40.00				
4	56507 BYPASS CHECK VALVE ASSEMBLY	EA	1	4.12	1	0	2.47
	Disc%:		40.00				
5	56616 HOSE KIT, 1/4x42 W/ F-JIC ENDS	EA	2	21.44	2	0	25.72
	Disc%:		40.00				
6	61515 HARNESS KIT HB-3 & 4 9 PIN -A	EA	1	130.41	1	0	73.03
	Disc%:		44.00				
7	61530 HARNESS KIT 2B/2D 9 PIN -C	EA	2	130.41	2	0	146.06
	Disc%:		44.00				
8	67528 LIGHT 12V PANEL MOUNT-RED	EA	1	26.52	1	0	15.91
	Disc%:		40.00				
9	68350 #40 ROLLER CHAIN 29 1/2" LONG WITH MASTER LINK (HARDENED)	EA	2	12.73	2	0	15.28
	Disc%:		40.00				

CASH DISCOUNTS, WHEN OFFERED ARE  
APPLICABLE TO THE AMOUNT OF  
MERCHANDISE ONLY. \*\*\* Continued On The Next Page \*\*\*

INVOICE TOTAL

A LATE FEE OF 18% PER YEAR WILL BE CHARGED ON ALL PAST DUE ACCOUNTS TO THE EXTENT PERMITTED BY APPLICABLE LAW.

SELLER REPRESENTS THAT ALL GOODS COVERED BY THIS INVOICE WERE PROCESSED IN  
COMPLIANCE WITH THE REQUIREMENTS OF SECTION 12 (A) AND ALL APPLICABLE  
REQUIREMENTS OF THE FAIR LABOR STANDARDS ACT OF 1938 AS AMENDED.

ALL SALES SUBJECT TO WESTERN PRODUCTS CREDIT POLICY, WARRANTY MANUAL, AND TERMS OF SALE PREVIOUSLY PROVIDED TO CUSTOMER.

WESTERN 000000031

Page. 000002

P.O. BOX 245038  
MILWAUKEE, WISCONSIN 53224-9538  
414-354-2310

**OUR REMITTANCE ADDRESS IS:**

**WESTERN PRODUCTS DIVISION**  
DOUGLAS DYNAMICS L.L.C.  
1340 SOLUTIONS CENTER  
CHICAGO, IL 60677-1003

Sold-to:

B & P SUPPLY  
260 COLUMBUS AVE  
PITTSFIELD MA

01201

Ship-to:

B & P SUPPLY  
260 COLUMBUS AVE  
PITTSFIELD MA

01201

ORDER #	SHIP #	LOC.	SHIP VIA		COL / PPD		INVOICE #	
139330~00	103117	10	UPS		PREPAID		00144300	
ORDER DATE	SHIP DATE		CUST #	PURCHASE ORDER #		JOB #	SL\$	DATE
12/18/2003	12/22/2003		W04100	1595#			16	12/22/2003

[illegible]

CASH DISCOUNTS, WHEN OFFERED ARE 1% 10 NET 30  
APPLICABLE TO THE AMOUNT OF  
MERCHANDISE ONLY.

INVOICE TOTAL

\$347.71

A LATE FEE OF 18% PER YEAR WILL BE CHARGED ON ALL PAST DUE ACCOUNTS TO THE EXTENT PERMITTED BY APPLICABLE LAW.

SELLER REPRESENTS THAT ALL GOODS COVERED BY THIS INVOICE WERE PROCESSED IN COMPLIANCE WITH THE REQUIREMENTS OF SECTION 12 (A) AND ALL APPLICABLE REQUIREMENTS OF THE FAIR LABOR STANDARDS ACT OF 1938 AS AMENDED.

ALL SALES SUBJECT TO WESTERN PRODUCTS CREDIT POLICY, WARRANTY MANUAL, AND TERMS OF SALE PREVIOUSLY PROVIDED TO CUSTOMER.

WESTERN 000000032



## WESTERN PRODUCTS

## INVOICE

7777 NORTH 73RD STREET

Page: 000001

P.O. BOX 245038  
MILWAUKEE, WISCONSIN 53224-9538  
414-354-2310

## OUR REMITTANCE ADDRESS IS:

WESTERN PRODUCTS DIVISION  
DOUGLAS DYNAMICS L.L.C.  
1340 SOLUTIONS CENTER  
CHICAGO, IL 60677-1003

## Sold-to:

B & P SUPPLY  
260 COLUMBUS AVE  
PITTSFIELD MA

## Ship-to:

B & P SUPPLY  
260 COLUMBUS AVE  
PITTSFIELD MA

01201

01201

ORDER #	SHIP #	LOC.	SHIP VIA	COL / PPD	INVOICE #
139410-00	103262	10	UPS	PREPAID	00144614
ORDER DATE	SHIP DATE	CUST #	PURCHASE ORDER #	JOB #	SL#
12/19/2003	12/23/2003	W04100	PETER		16
					12/23/2003

LINE SEQ #	ITEM NUMBER DESCRIPTION	UOM	QTY'S:	ORDERED	SHIPPED	BACKORDERED	NET
				PRICES:	PER UNIT	EXTENDED	
1	64100 HEADLAMP KIT 11-PIN	EA	4		4	0	
					170.00	680.00	380.80
				Disc%: 44.00			
THANK YOU FOR YOUR PROMPT PAYMENT							
Sales Amount							380.80
Misc. Charges							.00
Freight							17.84
Sales Tax							.00

CASH DISCOUNTS, WHEN OFFERED ARE 1% 10 NET 30  
APPLICABLE TO THE AMOUNT OF  
MERCHANDISE ONLY.

INVOICE TOTAL

\$398.64

A LATE FEE OF 18% PER YEAR WILL BE CHARGED ON ALL PAST DUE ACCOUNTS TO THE EXTENT PERMITTED BY APPLICABLE LAW.

SELLER REPRESENTS THAT ALL GOODS COVERED BY THIS INVOICE WERE PROCESSED IN  
COMPLIANCE WITH THE REQUIREMENTS OF SECTION 12 (A) AND ALL APPLICABLE  
REQUIREMENTS OF THE FAIR LABOR STANDARDS ACT OF 1938 AS AMENDED.

ALL SALES SUBJECT TO WESTERN PRODUCTS CREDIT POLICY, WARRANTY MANUAL, AND TERMS OF SALE PREVIOUSLY PROVIDED TO CUSTOMER.

WESTERN 000000033



## WESTERN PRODUCTS

## INVOICE

7777 NORTH 73RD STREET

Page: 000001

P.O. BOX 245038  
MILWAUKEE, WISCONSIN 53224-9538  
414-354-2310

## OUR REMITTANCE ADDRESS IS:

WESTERN PRODUCTS DIVISION  
DOUGLAS DYNAMICS L.L.C.  
1340 SOLUTIONS CENTER  
CHICAGO, IL 60677-1003

## Sold-to:

B & P SUPPLY  
260 COLUMBUS AVE  
PITTSFIELD MA

01201

## Ship-to:

B & P SUPPLY  
260 COLUMBUS AVE  
PITTSFIELD MA

01201

ORDER #	SHIP #	LOC.	SHIP VIA	COL / PPD	INVOICE #
138631-00	103577	10	UPS	PREPAID	00144802
ORDER DATE	SHIP DATE	CUST #	PURCHASE ORDER #	JOB #	SL\$
12/15/2003	12/26/2003	W04100	1582#		16
					12/26/2003

LINE SEQ #	ITEM NUMBER DESCRIPTION	UOM	QTY'S:	ORDERED PRICES:	SHIPPED PER UNIT	BACKORDERED EXTENDED	NET
8	49310 GRILL CONNECTOR KIT 12 PIN	EA	2		2 54.52	0 109.04	65.42
				Disc%: 40.00			
10	49319 FLOW PLUG KIT 12-PIN	EA	2		2 47.83	0 95.66	57.40
				Disc%: 40.00			
14	56185K SUCTION FILTER KIT	EA	1		0 4.82	1 .00	.00
				Disc%: 40.00			
THANK YOU FOR YOUR PROMPT PAYMENT							
Sales Amount							122.82
Misc. Charges							.00
Freight							9.78
Sales Tax							.00

CASH DISCOUNTS, WHEN OFFERED ARE  
APPLICABLE TO THE AMOUNT OF  
MERCHANDISE ONLY.

1% 10 NET 30

INVOICE TOTAL

\$132.60

A LATE FEE OF 18% PER YEAR WILL BE CHARGED ON ALL PAST DUE ACCOUNTS TO THE EXTENT PERMITTED BY APPLICABLE LAW.

SELLER REPRESENTS THAT ALL GOODS COVERED BY THIS INVOICE WERE PROCESSED IN  
COMPLIANCE WITH THE REQUIREMENTS OF SECTION 12 (A) AND ALL APPLICABLE  
REQUIREMENTS OF THE FAIR LABOR STANDARDS ACT OF 1938 AS AMENDED.

ALL SALES SUBJECT TO WESTERN PRODUCTS CREDIT POLICY, WARRANTY MANUAL, AND TERMS OF SALE PREVIOUSLY PROVIDED TO CUSTOMER.

WESTERN 000000034



## WESTERN PRODUCTS

## INVOICE

7777 NORTH 73RD STREET

Page: 000001

P.O. BOX 245038  
MILWAUKEE, WISCONSIN 53224-9538  
414-354-2310

## OUR REMITTANCE ADDRESS IS:

WESTERN PRODUCTS DIVISION  
DOUGLAS DYNAMICS L.L.C.  
1340 SOLUTIONS CENTER  
CHICAGO, IL 60677-1003

Sold-to:

B & P SUPPLY  
260 COLUMBUS AVE  
PITTSFIELD MA 01201

Ship-to:

B & P SUPPLY  
260 COLUMBUS AVE  
PITTSFIELD MA 01201

ORDER #	SHIP #	LOC.	SHIP VIA	COL / PPD	INVOICE #
139031-00	103577	10	UPS	PREPAID	00144819
ORDER DATE	SHIP DATE	CUST #	PURCHASE ORDER #	JOB #	SLS
12/15/2003	12/26/2003	W04100	1592#		16
					DATE
					12/26/2003

LINE SEQ #	ITEM NUMBER DESCRIPTION	UOM	QTY'S:	ORDERED	SHIPPED	BACKORDERED	PRICES:	PER UNIT	EXTENDED	NET
5	94591 GAS SPREADER PARTS KIT WP Disc%: 40.00	EA	3	3	3	0		360.50	1,081.50	648.90
THANK YOU FOR YOUR PROMPT PAYMENT										
Sales Amount										648.90
Misc. Charges										.00
Freight										.00
Sales Tax										.00

CASH DISCOUNTS, WHEN OFFERED ARE  
APPLICABLE TO THE AMOUNT OF  
MERCHANDISE ONLY.

1% 10 NET 30

INVOICE TOTAL

\$648.90

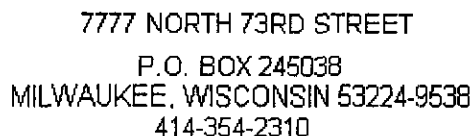
A LATE FEE OF 18% PER YEAR WILL BE CHARGED ON ALL PAST DUE ACCOUNTS TO THE EXTENT PERMITTED BY APPLICABLE LAW.

SELLER REPRESENTS THAT ALL GOODS COVERED BY THIS INVOICE WERE PROCESSED IN  
COMPLIANCE WITH THE REQUIREMENTS OF SECTION 12 (A) AND ALL APPLICABLE  
REQUIREMENTS OF THE FAIR LABOR STANDARDS ACT OF 1938 AS AMENDED.

ALL SALES SUBJECT TO WESTERN PRODUCTS CREDIT POLICY, WARRANTY MANUAL, AND TERMS OF SALE PREVIOUSLY PROVIDED TO CUSTOMER.

WESTERN 000000035





**OUR REMITTANCE ADDRESS IS:**

WESTERN PRODUCTS DIVISION  
DOUGLAS DYNAMICS L.L.C.  
1340 SOLUTIONS CENTER  
CHICAGO, IL 60677-1003

B & P SUPPLY  
260 COLUMBUS AVE  
PITTSFIELD MA

01201

B & P SUPPLY  
260 COLUMBUS AVE  
PITTSFIELD MA

01201

ORDER #	SHIP #	LOC.	SHIP VIA		COL / PPD	INVOICE #	
140029-00		10	DO NOT SHIP		PREPAID	00144954	
ORDER DATE	SHIP DATE	CUST #	PURCHASE ORDER #		JOB #	SLS	DATE
12/26/2003	12/26/2003	WO4100	MUNI			16	12/26/2003

[illegible]

CASH DISCOUNTS, WHEN OFFERED ARE <sup>NET</sup> APPLICABLE TO THE AMOUNT OF MERCHANDISE ONLY.

INVOICE TOTAL

\$274.22-

SELLER REPRESENTS THAT ALL GOODS COVERED BY THIS INVOICE WERE PROCESSED IN COMPLIANCE WITH THE REQUIREMENTS OF SECTION 12 (A) AND ALL APPLICABLE REQUIREMENTS OF THE FAIR LABOR STANDARDS ACT OF 1938 AS AMENDED.

ALL SALES SUBJECT TO WESTERN PRODUCTS CREDIT POLICY, WARRANTY MANUAL, AND TERMS OF SALE PREVIOUSLY PROVIDED TO CUSTOMER.

WESTERN 000000036



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**WESTERN PRODUCTS**  
7777 NORTH 73RD STREET  
P.O. BOX 245038  
MILWAUKEE, WISCONSIN 53224-9538  
414-354-2310

**INVOICE**  
Page: 000001

**OUR REMITTANCE ADDRESS IS:**

WESTERN PRODUCTS DIVISION  
DOUGLAS DYNAMICS L.L.C.  
1340 SOLUTIONS CENTER  
CHICAGO, IL 60677-1003

**Sold-to:**

B & P SUPPLY  
260 COLUMBUS AVE  
PITTSFIELD MA

01201

**Ship-to:**

B & P SUPPLY  
260 COLUMBUS AVE  
PITTSFIELD MA

01201

ORDER #	SHIP #	LOC.	SHIP VIA	COL / PPD	INVOICE #
140058-00		10	DO NOT SHIP	PREPAID	00144983
ORDER DATE	SHIP DATE	CUST #	PURCHASE ORDER #	JOB #	SLS
12/26/2003	12/26/2003	WD4100	FREIGHT CREDIT		16
					12/26/2003

LINE SEQ #	ITEM NUMBER DESCRIPTION	UOM	QTY'S:	ORDERED	SHIPPED	BACKORDERED	NET
				PRICES:	PER UNIT	EXTENDED	
1	XFC FREIGHT CREDIT ---	EA	1-	1-	0	0	
					90.40	90.40-	90.40-
	FREIGHT CREDIT ON LSC BLADE BACKORDERED AND SHIPPED BY IT SELF WHEN CUSTOMER REQUESTED THE ORDER SHIP COMPLETE REFER YELLOW PRO # 125095712 ---						
	THANK YOU FOR YOUR PROMPT PAYMENT						
					Sales Amount	90.40-	
					Misc. Charges	.00	
					Freight	.00	
					Sales Tax	.00	

CASH DISCOUNTS, WHEN OFFERED ARE  
APPLICABLE TO THE AMOUNT OF  
MERCHANDISE ONLY.

INVOICE TOTAL

\$90.40-

A LATE FEE OF 18% PER YEAR WILL BE CHARGED ON ALL PAST DUE ACCOUNTS TO THE EXTENT PERMITTED BY APPLICABLE LAW.

SELLER REPRESENTS THAT ALL GOODS COVERED BY THIS INVOICE WERE PROCESSED IN  
COMPLIANCE WITH THE REQUIREMENTS OF SECTION 12 (A) AND ALL APPLICABLE  
REQUIREMENTS OF THE FAIR LABOR STANDARDS ACT OF 1938 AS AMENDED.

ALL SALES SUBJECT TO WESTERN PRODUCTS CREDIT POLICY, WARRANTY MANUAL, AND TERMS OF SALE PREVIOUSLY PROVIDED TO CUSTOMER.

WESTERN 000000037



MAP Document 32-3 File  
**WESTERN PRODUCTS**

5/2005 P  
INVOICE

7777 NORTH 73RD STREET  
P.O. BOX 245038  
MILWAUKEE, WISCONSIN 53224-9538  
414-354-2310

WESTERN PRODUCTS DIVISION  
DOUGLAS DYNAMICS L.L.C.  
1340 SOLUTIONS CENTER  
CHICAGO, IL 60677-1003

01201

LINE SEQ #	ITEM NUMBER	UOM	QTY'S:	ORDERED	SHIPPED	BACKORDERED	
	DESCRIPTION			PRICES:	PER UNIT	EXTENDED	NET
1	XCA	EA	1-	1-	0		
	CO-OP ADVERTISING				973.86	973.86-	973.86-
	60% CREDIT FOR ADVERTISING WESTERN PLOWS IN THE YANKEE SHOPPER, WANT AD DIGEST & SHOPPERS GUIDE FALL 2003						
	CREDIT MEMO						
					Sales Amount		973.86-
					Misc. Charges		.00
					Freight		.00
					Sales Tax		.00
	THANK YOU FOR YOUR PROMPT PAYMENT						

\$973.86-

WESTERN 000000039



## WESTERN PRODUCTS

## INVOICE

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7777 NORTH 73RD STREET  
P.O. BOX 245038  
MILWAUKEE, WISCONSIN 53224-9538  
414-354-2310

## OUR REMITTANCE ADDRESS IS:

WESTERN PRODUCTS DIVISION  
DOUGLAS DYNAMICS L.L.C.  
1340 SOLUTIONS CENTER  
CHICAGO, IL 60677-1003

## Sold-to:

B & P SUPPLY  
260 COLUMBUS AVE  
PITTSFIELD MA 01201

## Ship-to:

B & P SUPPLY  
260 COLUMBUS AVE  
PITTSFIELD MA 01201

ORDER #	SHIP #	LOC	SHIP VIA	COL / PPD	INVOICE #
140581-00		10	DO NOT SHIP	PREPAID	00145705
ORDER DATE	SHIP DATE	CUST #	PURCHASE ORDER #	JOB #	SLS
12/30/2003	12/30/2003	W04100	COOP CREDIT		16
DATE	12/30/2003				

LINE SEQ #	ITEM NUMBER DESCRIPTION	UOM	QTY'S:	ORDERED	SHIPPED	BACKORDERED	NET
				PRICES:	PER UNIT	EXTENDED	
1	XCA CO-OP ADVERTISING 60% CREDIT FOR ADVERTISING WESTERN ULTRAMOUNT PLOWS 136 TIMES ON PITTSFIELD CABLE TV OCT 10-25, 2003  CREDIT MEMO	EA	1-		1- 265.20	0 265.20-	265.20-
	THANK YOU FOR YOUR PROMPT PAYMENT				Sales Amount Misc. Charges Freight Sales Tax	265.20- .00 .00 .00	

CASH DISCOUNTS, WHEN OFFERED ARE  
APPLICABLE TO THE AMOUNT OF  
MERCHANDISE ONLY.

INVOICE TOTAL

\$265.20-

A LATE FEE OF 18% PER YEAR WILL BE CHARGED ON ALL PAST DUE ACCOUNTS TO THE EXTENT PERMITTED BY APPLICABLE LAW.

SELLER REPRESENTS THAT ALL GOODS COVERED BY THIS INVOICE WERE PROCESSED IN  
COMPLIANCE WITH THE REQUIREMENTS OF SECTION 12 (A) AND ALL APPLICABLE  
REQUIREMENTS OF THE FAIR LABOR STANDARDS ACT OF 1938 AS AMENDED.

ALL SALES SUBJECT TO WESTERN PRODUCTS CREDIT POLICY, WARRANTY MANUAL, AND TERMS OF SALE PREVIOUSLY PROVIDED TO CUSTOMER.

WESTERN 000000040



## WESTERN PRODUCTS

## INVOICE

7777 NORTH 73RD STREET  
P.O. BOX 245038  
MILWAUKEE, WISCONSIN 53224-9538  
414-354-2310

Page: 000001

## OUR REMITTANCE ADDRESS IS:

WESTERN PRODUCTS DIVISION  
DOUGLAS DYNAMICS L.L.C.  
1340 SOLUTIONS CENTER  
CHICAGO, IL 60677-1003

## Sold-to:

B & P SUPPLY  
260 COLUMBUS AVE  
PITTSFIELD MA

01201

## Ship-to:

B & P SUPPLY  
260 COLUMBUS AVE  
PITTSFIELD MA

01201

ORDER #	SHIP #	LOC.	SHIP MA	COL / PPD	INVOICE #
131170-00	104083	10	YELLOW	COLLECT	00145717
ORDER DATE	SHIP DATE	CUST #	PURCHASE ORDER #	JOB #	DATE
11/03/2003	12/31/2003	W04100	1497#	16	12/31/2003

LINE SEQ #	ITEM NUMBER DESCRIPTION	UOM	QTY'S:	ORDERED	SHIPPED	BACKORDERED	NET
				PRICES:	PER UNIT	EXTENDED	
28	63470 A, Q & L ASSY U LSX	EA	1	1	810.63	0	453.95
			Disc%:	44.00			
THANK YOU FOR YOUR PROMPT PAYMENT							
Sales Amount							453.95
Misc. Charges							.00
Freight							.00
Sales Tax							.00

CASH DISCOUNTS, WHEN OFFERED ARE  
APPLICABLE TO THE AMOUNT OF  
MERCHANDISE ONLY.

1% 10 NET 30

INVOICE TOTAL

\$453.95

A LATE FEE OF 18% PER YEAR WILL BE CHARGED ON ALL PAST DUE ACCOUNTS TO THE EXTENT PERMITTED BY APPLICABLE LAW.

SELLER REPRESENTS THAT ALL GOODS COVERED BY THIS INVOICE WERE PROCESSED IN  
COMPLIANCE WITH THE REQUIREMENTS OF SECTION 12 (A) AND ALL APPLICABLE  
REQUIREMENTS OF THE FAIR LABOR STANDARDS ACT OF 1938 AS AMENDED.

ALL SALES SUBJECT TO WESTERN PRODUCTS CREDIT POLICY, WARRANTY MANUAL, AND TERMS OF SALE PREVIOUSLY PROVIDED TO CUSTOMER.

WESTERN 000000041



**WESTERN PRODUCTS**  
7777 NORTH 73RD STREET  
P.O. BOX 245038  
MILWAUKEE, WISCONSIN 53224-9538  
414-354-2310

**INVOICE**

Page: 000001

**OUR REMITTANCE ADDRESS IS:**

WESTERN PRODUCTS DIVISION  
DOUGLAS DYNAMICS L.L.C.  
1340 SOLUTIONS CENTER  
CHICAGO, IL 60677-1003

**Sold-to:**

B & P SUPPLY  
260 COLUMBUS AVE  
PITTSFIELD MA

01201

**Ship-to:**

B & P SUPPLY  
260 COLUMBUS AVE  
PITTSFIELD MA

01201

ORDER #	SHIP #	LOC	SHIP VIA		COL / PPD	INVOICE #	
134598-00	104134	10	YELLOW		COLLECT	00145877	
ORDER DATE	SHIP DATE	CUST #	PURCHASE ORDER #		JOB #	SLS	DATE
11/24/2003	1/02/2004	WD4100	PO-1546#			16	1/02/2004

LINE SEQ #	ITEM NUMBER DESCRIPTION	UOM	QTY'S:	ORDERED	SHIPPED	BACKORDERED	NET
				PRICES:	PER UNIT	EXTENDED	
4	3919 DODGE MOUNT ASSY	EA	2		0 351.90	2 .00	.00
				Disc%: 44.00			
9	56400 ISAR MKIIIA SOL HYD 16RAM UHW	EA	1		1 1,701.85	0 1,701.85	953.04
				Disc%: 44.00			
13	62300-1 A,Q&L ASSY UHW(62298-1&62299-1	EA	1		1 1,160.21	0 1,160.21	649.72
				Disc%: 44.00			
14	62302 10 FT BLADE UHW 62891 & 62425	EA	1		1 1,663.78	0 1,663.78	931.72
				Disc%: 44.00			
16	62510 HARNES KIT 2B/2D 9 PIN LG U-A	EA	1		1 143.87	0 143.87	80.57
				Disc%: 44.00			
18	63470 A,Q & L ASSY U LSX	EA	1		1 810.63	0 810.63	453.95
				Disc%: 44.00			
19	63472 BLADE ASSY - 7'-2"LSX	EA	1		0 598.99	1 .00	.00
				Disc%: 44.00			
23	64545 ISAR SOL HYD SYS 8RAM U IM LSX	EA	1		1 1,482.37	0 1,482.37	830.13
				Disc%: 44.00			
26	65605-2 BATTERY KIT, SPREADER	EA	1		0 75.11	1 .00	.00
				Disc%: 49.00			
37	67982 FORD MOUNT ASSY #3219	EA	4		4 351.90	0 1,407.60	788.24

CASH DISCOUNTS, WHEN OFFERED ARE  
APPLICABLE TO THE AMOUNT OF  
MERCHANDISE ONLY.

INVOICE TOTAL

\*\*\* Continued On The Next Page \*\*\*

A LATE FEE OF 18% PER YEAR WILL BE CHARGED ON ALL PAST DUE ACCOUNTS TO THE EXTENT PERMITTED BY APPLICABLE LAW.

SELLER REPRESENTS THAT ALL GOODS COVERED BY THIS INVOICE WERE PROCESSED IN  
COMPLIANCE WITH THE REQUIREMENTS OF SECTION 12 (A) AND ALL APPLICABLE  
REQUIREMENTS OF THE FAIR LABOR STANDARDS ACT OF 1938 AS AMENDED.

ALL SALES SUBJECT TO WESTERN PRODUCTS CREDIT POLICY, WARRANTY MANUAL, AND TERMS OF SALE PREVIOUSLY PROVIDED TO CUSTOMER.

WESTERN 000000042



## WESTERN PRODUCTS

## INVOICE

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7777 NORTH 73RD STREET

P.O. BOX 245038  
MILWAUKEE, WISCONSIN 53224-9538  
414-354-2310

## OUR REMITTANCE ADDRESS IS:

WESTERN PRODUCTS DIVISION  
DOUGLAS DYNAMICS L.L.C.  
1340 SOLUTIONS CENTER  
CHICAGO, IL 60677-1003

## Sold-to:

B & P SUPPLY  
260 COLUMBUS AVE  
PITTSFIELD MA

01201

## Ship-to:

B & P SUPPLY  
260 COLUMBUS AVE  
PITTSFIELD MA

01201

ORDER #	SHIP #	LOC.	SHIP VIA		COL / PPD	INVOICE #	
134598-00	104134	10	YELLOW		COLLECT	00145877	
ORDER DATE	SHIP DATE	CUST #	PURCHASE ORDER #		JOB #	SLS	DATE
11/24/2003	1/02/2004	W04100	PO-1546#			16	1/02/2004

LINE SEQ #	ITEM NUMBER DESCRIPTION	UOM	QTY'S:	ORDERED PRICES:	SHIPPED PER UNIT	BACKORDERED EXTENDED	NET
41	F250-550 SD 1999 & LATER 94480 TOP SCREEN 7' RC	EA	1	44.00	0	1	.00
45	95425 CHUTE ASSY 14" STS CENTER BELT DRIVE	EA	1	30.00	0	1	.00
46	94806-1 ICEBREAKER 8' RC MS TECUMSEH	EA	1	49.00	1	0	1,848.53
47	95424 CHUTE ASSY 14" MS CENTER BELT DRIVE	EA	1	49.00	0	1	.00
49	65605-2 BATTERY KIT, SPREADER	EA	2	49.00	0	2	.00
56	67982 FORD MOUNT ASSY #3219 F250-550 SD 1999 & LATER	EA	3	49.00	3	0	591.18
64	61300 6-1/2 FT. BLADE ASSY SU	EA	1	44.00	1	0	249.97
65	61930 A, Q & L ASSY U SU	EA	2	44.00	2	0	867.92
72	63470	EA	1	44.00	1	0	

CASH DISCOUNTS, WHEN OFFERED ARE  
APPLICABLE TO THE AMOUNT OF  
MERCHANDISE ONLY.

INVOICE TOTAL

\*\*\* Continued On The Next Page \*\*\*

A LATE FEE OF 18% PER YEAR WILL BE CHARGED ON ALL PAST DUE ACCOUNTS TO THE EXTENT PERMITTED BY APPLICABLE LAW.

SELLER REPRESENTS THAT ALL GOODS COVERED BY THIS INVOICE WERE PROCESSED IN  
COMPLIANCE WITH THE REQUIREMENTS OF SECTION 12 (A) AND ALL APPLICABLE  
REQUIREMENTS OF THE FAIR LABOR STANDARDS ACT OF 1938 AS AMENDED.

ALL SALES SUBJECT TO WESTERN PRODUCTS CREDIT POLICY, WARRANTY MANUAL, AND TERMS OF SALE PREVIOUSLY PROVIDED TO CUSTOMER.

WESTERN 000000043





WESTERN PRODUCTS DIVISION  
DOUGLAS DYNAMICS L.L.C.  
1340 SOLUTIONS CENTER  
CHICAGO, IL 60677-1003

01201

[illegible]

\$10,711.41

WESTERN 000000044



## WESTERN PRODUCTS

## INVOICE

Case 3:04-cv-11467-MAP Document 32-3 Filed 07/15/2005 Page 41 of 60  
7777 NORTH 73RD STREETP.O. BOX 245038  
MILWAUKEE, WISCONSIN 53224-9538  
414-354-2310

## OUR REMITTANCE ADDRESS IS:

WESTERN PRODUCTS DIVISION  
DOUGLAS DYNAMICS L.L.C.  
1340 SOLUTIONS CENTER  
CHICAGO, IL 60677-1003Sold-to:  
B & P SUPPLY  
260 COLUMBUS AVE  
PITTSFIELD MA 01201Ship-to:  
B & P SUPPLY  
260 COLUMBUS AVE  
PITTSFIELD MA 01201

ORDER #	SHIP #	LOC	SHIP VIA	COL / PPD	INVOICE #
137715-00	104134	10	YELLOW	COLLECT	00145904
ORDER DATE	SHIP DATE	CUST #	PURCHASE ORDER #	JOB #	DATE
12/11/2003	1/02/2004	W04100	PO-1576#	16	1/02/2004

LINE SEQ #	ITEM NUMBER DESCRIPTION	UOM	QTY'S:	ORDERED	SHIPPED	BACKORDERED	NET
				PRICES:	PER UNIT	EXTENDED	
1	22511 BATTERY CABLE 22" RED	EA	3		3 8.00	0 24.00	14.40
		Disc%:	40.00				
2	25861K MOTOR GASKET KIT	EA	5		5 1.30	0 6.50	3.90
		Disc%:	40.00				
3	49067 DISC SHOE ASSY C & S	EA	12		12 14.82	0 177.84	106.68
		Disc%:	40.00				
4	49071 HD DISC SHOE ASSY P	EA	2		2 38.48	0 76.96	46.18
		Disc%:	40.00				
6	49138K RELIEF VALVE KIT - 2 SETS	EA	1		1 14.08	0 14.08	8.45
		Disc%:	40.00				
7	49297 REPLACEMENT SEALED BEAM (2E1) TYPE 2E1 PER SAE J1383 GLASS	EA	4		4 24.45	0 97.80	58.68
		Disc%:	40.00				
8	49298 HEADLIGHT HOUSING ASSY	EA	2		2 46.32	0 92.64	55.58
		Disc%:	40.00				
9	49308 GRILL CONNECTOR KIT 9 PIN	EA	8		8 41.56	0 332.48	199.52
		Disc%:	40.00				
10	49310 GRILL CONNECTOR KIT 12 PIN	EA	2		2 54.52	0 109.04	65.42
		Disc%:	40.00				
11	49317 PLOW PLUG KIT 9-PIN	EA	8		8 46.31	0 370.48	222.32

CASH DISCOUNTS, WHEN OFFERED ARE  
APPLICABLE TO THE AMOUNT OF  
MERCHANDISE ONLY.

INVOICE TOTAL

\*\*\* Continued On The Next Page \*\*\*

A LATE FEE OF 18% PER YEAR WILL BE CHARGED ON ALL PAST DUE ACCOUNTS TO THE EXTENT PERMITTED BY APPLICABLE LAW.

SELLER REPRESENTS THAT ALL GOODS COVERED BY THIS INVOICE WERE PROCESSED IN  
COMPLIANCE WITH THE REQUIREMENTS OF SECTION 12 (A) AND ALL APPLICABLE  
REQUIREMENTS OF THE FAIR LABOR STANDARDS ACT OF 1938 AS AMENDED.

ALL SALES SUBJECT TO WESTERN PRODUCTS CREDIT POLICY, WARRANTY MANUAL, AND TERMS OF SALE PREVIOUSLY PROVIDED TO CUSTOMER.

WESTERN 000000045



## WESTERN PRODUCTS

## INVOICE

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7777 NORTH 73RD STREET

Page: 000002

P.O. BOX 245038  
MILWAUKEE, WISCONSIN 53224-9538  
414-354-2310

## OUR REMITTANCE ADDRESS IS:

WESTERN PRODUCTS DIVISION  
DOUGLAS DYNAMICS L.L.C.  
1340 SOLUTIONS CENTER  
CHICAGO, IL 60677-1003

## Sold-to:

B & P SUPPLY  
260 COLUMBUS AVE  
PITTSFIELD MA

01201

## Ship-to:

B & P SUPPLY  
260 COLUMBUS AVE  
PITTSFIELD MA

01201

ORDER #	SHIP #	LOC	SHIP VIA		COL / PPD	INVOICE #	
137715-00	104134	10	YELLOW		COLLECT	00145904	
ORDER DATE	SHIP DATE	CUST #	PURCHASE ORDER #		JOB #	SLS	DATE
12/11/2003	1/02/2004	W04100	PO-1576#			16	1/02/2004

LINE SEQ #	ITEM NUMBER DESCRIPTION	UOM	QTY'S:	ORDERED PRICES:	SHIPPED PER UNIT	BACKORDERED EXTENDED	NET
			Disc%:	40.00			
12	49319 PLOW PLUG KIT 12-PIN	EA	2	2	47.83	0 95.66	57.40
			Disc%:	40.00			
13	49346 CUTTING EDGE ASSY 7.5' P 1/2"	EA	5	5	72.80	0 364.00	203.85
			Disc%:	44.00			
14	49347 CUTTING EDGE ASSY 8.0' P 1/2"	EA	5	5	80.08	0 400.40	224.25
			Disc%:	44.00			
15	49349 CUTTING EDGE ASSY 9.0' P 1/2"	EA	5	5	100.88	0 504.40	282.45
			Disc%:	44.00			
16	55350 COVER GASKET 3W	EA	1	1	1.49	0 1.49	.89
			Disc%:	40.00			
17	55357 COVER GASKET 4W	EA	1	1	1.49	0 1.49	.89
			Disc%:	40.00			
18	55984 GROUND CABLE 60" BLACK	EA	1	1	6.47	0 6.47	3.88
			Disc%:	40.00			
19	56018 IIIA CONTROL ASSY	EA	2	2	171.60	0 343.20	205.92
			Disc%:	40.00			
20	56035 CABLE ASSY 9' BLACK	EA	3	3	20.53	0 61.59	36.96
			Disc%:	40.00			
21	56130 CABLE ASSY 9' BLACK ADJUST	EA	3	3	23.03	0 69.09	41.46

CASH DISCOUNTS, WHEN OFFERED ARE  
APPLICABLE TO THE AMOUNT OF  
MERCHANDISE ONLY.

INVOICE TOTAL

\*\*\* Continued On The Next Page \*\*\*

A LATE FEE OF 18% PER YEAR WILL BE CHARGED ON ALL PAST DUE ACCOUNTS TO THE EXTENT PERMITTED BY APPLICABLE LAW.

SELLER REPRESENTS THAT ALL GOODS COVERED BY THIS INVOICE WERE PROCESSED IN  
COMPLIANCE WITH THE REQUIREMENTS OF SECTION 12 (A) AND ALL APPLICABLE  
REQUIREMENTS OF THE FAIR LABOR STANDARDS ACT OF 1938 AS AMENDED.

ALL SALES SUBJECT TO WESTERN PRODUCTS CREDIT POLICY, WARRANTY MANUAL, AND TERMS OF SALE PREVIOUSLY PROVIDED TO CUSTOMER.

WESTERN 000000046



## WESTERN PRODUCTS

## INVOICE

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7777 NORTH 73RD STREET

P.O. BOX 245038  
MILWAUKEE, WISCONSIN 53224-9538  
414-354-2310

Page: 0000003

## OUR REMITTANCE ADDRESS IS:

WESTERN PRODUCTS DIVISION  
DOUGLAS DYNAMICS L.L.C.  
1340 SOLUTIONS CENTER  
CHICAGO, IL 60677-1003

## Sold-to:

B & P SUPPLY  
260 COLUMBUS AVE  
PITTSFIELD MA

01201

## Ship-to:

B & P SUPPLY  
260 COLUMBUS AVE  
PITTSFIELD MA

01201

ORDER #	SHIP #	LOC	SHIP MA	COL / PPD	INVOICE #
137715-00	104134	10	YELLOW	COLLECT	00145904
ORDER DATE	SHIP DATE	CUST #	PURCHASE ORDER #	JOB #	SLS
12/11/2003	1/02/2004	W04100	PO-1576#		16
					DATE
					1/02/2004

LINE SEQ #	ITEM NUMBER DESCRIPTION	UOM	QTY'S	ORDERED PRICES:	SHIPPED PER UNIT	BACKORDERED EXTENDED	NET
22	56131K MOTOR RELAY KIT	EA	15	40.00 15	11.08	0 166.20	99.75
23	56133 MOTOR ASSY 4-1/2"	EA	1	40.00 1	115.40	0 115.40	69.24
24	56355 ISAR MK111A SOL HYD SYS 6RAM U	EA	1	40.00 1	1,684.20	0 1,684.20	943.15
25	56462 HAND-HELD CONTROL KIT	EA	7	44.00 7	237.22	0 1,660.54	929.88
26	59700 BLADE GUIDE & FLAG ASSY 24"	EA	2	44.00 2	31.20	0 62.40	34.94
27	60018 7-1/2 FT. BLADE ASSY STD	EA	1	44.00 1	621.99	0 621.99	348.31
28	60036 QUADRANT U S SERVICE KIT	EA	2	44.00 2	233.14	0 466.28	279.76
29	60381 7-1/2 FT. BLADE ASSY P	EA	2	40.00 2	831.06	0 1,662.12	930.78
30	60390 8 FT. BLADE ASSY P	EA	3	44.00 3	926.18	0 2,778.54	1,555.98
31	60741	EA	1	44.00 1	1	0	

CASH DISCOUNTS, WHEN OFFERED ARE  
APPLICABLE TO THE AMOUNT OF  
MERCHANDISE ONLY.

INVOICE TOTAL

\*\*\* Continued On The Next Page \*\*\*

A LATE FEE OF 18% PER YEAR WILL BE CHARGED ON ALL PAST DUE ACCOUNTS TO THE EXTENT PERMITTED BY APPLICABLE LAW.

SELLER REPRESENTS THAT ALL GOODS COVERED BY THIS INVOICE WERE PROCESSED IN  
COMPLIANCE WITH THE REQUIREMENTS OF SECTION 12 (A) AND ALL APPLICABLE  
REQUIREMENTS OF THE FAIR LABOR STANDARDS ACT OF 1938 AS AMENDED.

ALL SALES SUBJECT TO WESTERN PRODUCTS CREDIT POLICY, WARRANTY MANUAL, AND TERMS OF SALE PREVIOUSLY PROVIDED TO CUSTOMER.

WESTERN 000000047



## WESTERN PRODUCTS

## INVOICE

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7777 NORTH 73RD STREET

P.O. BOX 245038  
MILWAUKEE, WISCONSIN 53224-9538  
414-354-2310

Page: 0000004

## OUR REMITTANCE ADDRESS IS:

WESTERN PRODUCTS DIVISION  
DOUGLAS DYNAMICS L.L.C.  
1340 SOLUTIONS CENTER  
CHICAGO, IL 60677-1003

## Sold-to:

B & P SUPPLY  
260 COLUMBUS AVE  
PITTSFIELD MA

01201

## Ship-to:

B & P SUPPLY  
260 COLUMBUS AVE  
PITTSFIELD MA

01201

ORDER #	SHIP #	LOC.	SHIP VIA		COL / PPD	INVOICE#	
137715-00	104134	10	YELLOW		COLLECT	00145904	
ORDER DATE	SHIP DATE	CUST #	PURCHASE ORDER #		JOB #	SLS	DATE
12/11/2003	1/02/2004	W04100	PO-1576#			16	1/02/2004

LINE SEQ #	ITEM NUMBER DESCRIPTION	UOM	QTY'S:	ORDERED PRICES:	SHIPPED PER UNIT	BACKORDERED EXTENDED	NET
	HEADLAMP - RECT 4WIRE 2E DR				112.82	112.82	67.69
	Disc%: 40.00						
32	61300 EA		2		2	0	
	6-1/2 FT. BLADE ASSY SU				446.37	892.74	499.94
	Disc%: 44.00						
33	61540-1 EA		1		1	0	
	HEADLAMP KIT 9-PIN				210.11	210.11	117.66
	Disc%: 44.00						
34	61550-1 EA		1		1	0	
	HEADLAMP KIT 12-PIN				210.11	210.11	117.66
	Disc%: 44.00						
35	61555 EA		2		2	0	
	HARNESS KIT 2B/2D 12 PIN -B				130.41	260.82	146.06
	Disc%: 44.00						
37	61930 EA		2		2	0	
	A,Q & L ASSY U SU				774.93	1,549.86	867.92
	Disc%: 44.00						
38	62370 EA		2		0	2	
	TOYOTA MOUNT ASSY U #2365				445.20	.00	.00
	TACOMA PICK-UP 4X4 95 & LATER						
	Disc%: 44.00						
39	62530 EA		3		0	3	
	RUBBER DEFLECTOR KIT 8.0'				130.65	.00	.00
	ORDER IN MULT OF 3 ONLY						
	Disc%: 44.00						
40	63760 EA		1		1	0	
	DODGE MOUNT ASSY #959				351.90	351.90	197.06
	Disc%: 44.00						
41	63883-1 EA		1		1	0	
	DODGE RAM MOUNT ASSY # 969				351.90	351.90	197.06

CASH DISCOUNTS, WHEN OFFERED ARE  
APPLICABLE TO THE AMOUNT OF  
MERCHANDISE ONLY.

INVOICE TOTAL

\*\*\* Continued On The Next Page \*\*\*

A LATE FEE OF 18% PER YEAR WILL BE CHARGED ON ALL PAST DUE ACCOUNTS TO THE EXTENT PERMITTED BY APPLICABLE LAW.

SELLER REPRESENTS THAT ALL GOODS COVERED BY THIS INVOICE WERE PROCESSED IN  
COMPLIANCE WITH THE REQUIREMENTS OF SECTION 12 (A) AND ALL APPLICABLE  
REQUIREMENTS OF THE FAIR LABOR STANDARDS ACT OF 1938 AS AMENDED.

ALL SALES SUBJECT TO WESTERN PRODUCTS CREDIT POLICY, WARRANTY MANUAL, AND TERMS OF SALE PREVIOUSLY PROVIDED TO CUSTOMER.

WESTERN 000000048



## WESTERN PRODUCTS

## INVOICE

7777 NORTH 73RD STREET

P.O. BOX 245038  
MILWAUKEE, WISCONSIN 53224-9538  
414-354-2310

Page: 000005

## OUR REMITTANCE ADDRESS IS:

WESTERN PRODUCTS DIVISION  
DOUGLAS DYNAMICS L.L.C.  
1340 SOLUTIONS CENTER  
CHICAGO, IL 60677-1003

## Sold-to:

B & P SUPPLY  
260 COLUMBUS AVE  
PITTSFIELD MA

01201

## Ship-to:

B & P SUPPLY  
260 COLUMBUS AVE  
PITTSFIELD MA

01201

ORDER #	SHIP #	LOC	SHIP VIA		COL / PPD		INVOICE #	
137715-00	104134	10	YELLOW		COLLECT		00145904	
ORDER DATE	SHIP DATE		CUST #	PURCHASE ORDER #		JOB #	SLS	DATE
12/11/2003	1/02/2004		W04100	PO-1576#			16	1/02/2004

LINE SEQ #	ITEM NUMBER DESCRIPTION	UOM	QTY'S	ORDERED PRICES:	SHIPPED PER UNIT	BACKORDERED EXTENDED	NET
42	63980 8.0' CUTTING EDGE KIT - PP	EA	3	44.00	3 87.55	0 262.65	157.59
43	64100 HEADLAMP KIT 11-PIN	EA	7	40.00	7 170.00	0 1,190.00	666.40
44	64355 ISAR SOL HYD SYS 6RAM U IM SPORT UTILITY	EA	1	44.00	1 1,482.37	0 1,482.37	830.13
45	64588 FLOSTAT HYD SYS 10"RAM UT IM STD & PRO	EA	10	44.00	10 1,423.13	0 14,231.30	7,969.50
46	65201 SPINNER DISK RC MS	EA	2	44.00	2 59.98	0 119.96	71.98
47	65215 #40 ROLLER CHAIN, 39" LONG	EA	3	40.00	3 20.05	0 60.15	36.09
50	67950 UT P/PY AQ&L ASSY 66880 BOX1/2	EA	3	40.00	3 623.48	0 1,870.44	1,047.45
51	67951-2 UT P/PY/PP/MVP AQ&L ASSY 66880/66900/56810 BOX 2/2	EA	3	44.00	3 607.14	0 1,821.42	1,020.00
52	67981-2	EA	3	44.00	3	0	

CASH DISCOUNTS, WHEN OFFERED ARE  
APPLICABLE TO THE AMOUNT OF  
MERCHANDISE ONLY.

INVOICE TOTAL

\*\*\* Continued On The Next Page \*\*\*

A LATE FEE OF 18% PER YEAR WILL BE CHARGED ON ALL PAST DUE ACCOUNTS TO THE EXTENT PERMITTED BY APPLICABLE LAW.

SELLER REPRESENTS THAT ALL GOODS COVERED BY THIS INVOICE WERE PROCESSED IN  
COMPLIANCE WITH THE REQUIREMENTS OF SECTION 12 (A) AND ALL APPLICABLE  
REQUIREMENTS OF THE FAIR LABOR STANDARDS ACT OF 1938 AS AMENDED.

ALL SALES SUBJECT TO WESTERN PRODUCTS CREDIT POLICY, WARRANTY MANUAL, AND TERMS OF SALE PREVIOUSLY PROVIDED TO CUSTOMER.

WESTERN 000000049



## WESTERN PRODUCTS

## INVOICE

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7777 NORTH 73RD STREET

Page: 000006

P.O. BOX 245038  
MILWAUKEE, WISCONSIN 53224-9538  
414-354-2310

## OUR REMITTANCE ADDRESS IS:

WESTERN PRODUCTS DIVISION  
DOUGLAS DYNAMICS L.L.C.  
1340 SOLUTIONS CENTER  
CHICAGO, IL 60677-1003

## Sold-to:

B & P SUPPLY  
260 COLUMBUS AVE  
PITTSFIELD MA

01201

## Ship-to:

B & P SUPPLY  
260 COLUMBUS AVE  
PITTSFIELD MA

01201

ORDER #	SHIP #	LOC.	SHIP MA		COL / PPD	INVOICE #	
137715-00	104134	10	YELLOW		COLLECT	00145904	
ORDER DATE	SHIP DATE	CUST #	PURCHASE ORDER #		JOB #	SLS	DATE
12/11/2003	1/02/2004	W04100	PO-1576#			16	1/02/2004

LINE SEQ #	ITEM NUMBER DESCRIPTION	UOM	QTY'S	ORDERED PRICES:	SHIPPED PER UNIT	BACKORDERED EXTENDED	NET
	GM MOUNT ASSY #3529				351.90	1,055.70	591.18
	Disc%: 44.00						
54	67991 EA		1		1	0	
	UT S/SY AQ&L ASSY				539.65	539.65	302.20
	63560 BOX1/2						
	Disc%: 44.00						
55	67992 EA		1		1	0	
	AQ&L ASSY UT S/SY				607.14	607.14	340.00
	63560 BOX2/2						
	Disc%: 44.00						
56	8436 EA		5		5	0	
	PLUG IN HARNESS KIT				233.00	1,165.00	652.40
	HB-1 OR HB-5						
	Disc%: 44.00						
57	91965K EA		25		25	0	
	HAIRPIN COTTER 5/32"				.62	15.50	9.25
	Disc%: 40.00						
58	93028K EA		15		15	0	
	HITCH PIN 1" X 3-1/2"				4.16	62.40	37.50
	Disc%: 40.00						
59	93033K EA		4		4	0	
	PIN 1/2" X 5.5"				6.62	26.48	15.88
	Disc%: 40.00						
60	93034K EA		1		1	0	
	STAND LOCK PIN 5/8" X 2"				8.96	8.96	5.38
	Disc%: 40.00						
61	93042K EA		8		8	0	
	LINCH PIN 3/16"				2.97	23.76	14.24
	Disc%: 40.00						
62	65125 EA		1		1	0	

CASH DISCOUNTS, WHEN OFFERED ARE  
APPLICABLE TO THE AMOUNT OF  
MERCHANDISE ONLY.

INVOICE TOTAL

\*\*\* Continued On The Next Page \*\*\*

A LATE FEE OF 18% PER YEAR WILL BE CHARGED ON ALL PAST DUE ACCOUNTS TO THE EXTENT PERMITTED BY APPLICABLE LAW.

SELLER REPRESENTS THAT ALL GOODS COVERED BY THIS INVOICE WERE PROCESSED IN  
COMPLIANCE WITH THE REQUIREMENTS OF SECTION 12 (A) AND ALL APPLICABLE  
REQUIREMENTS OF THE FAIR LABOR STANDARDS ACT OF 1938 AS AMENDED.

ALL SALES SUBJECT TO WESTERN PRODUCTS CREDIT POLICY, WARRANTY MANUAL, AND TERMS OF SALE PREVIOUSLY PROVIDED TO CUSTOMER.

WESTERN 000000050



## WESTERN PRODUCTS

## INVOICE

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7777 NORTH 73RD STREET

Page: 000007

P.O. BOX 245038  
MILWAUKEE, WISCONSIN 53224-9538  
414-354-2310

## OUR REMITTANCE ADDRESS IS:

WESTERN PRODUCTS DIVISION  
DOUGLAS DYNAMICS L.L.C.  
1340 SOLUTIONS CENTER  
CHICAGO, IL 60677-1003

## Sold-to:

B & P SUPPLY  
260 COLUMBUS AVE  
PITTSFIELD MA

01201

## Ship-to:

B & P SUPPLY  
260 COLUMBUS AVE  
PITTSFIELD MA

01201

ORDER #	SHIP #	LOC.	SHIP VIA	COL / PPD	INVOICE #
137715-00	104134	10	YELLOW	COLLECT	00145904
ORDER DATE	SHIP DATE	CUST #	PURCHASE ORDER #	JOB #	SLS
12/11/2003	1/02/2004	WD4100	PO-1576#		16
DATE	1/02/2004				

LINE SEQ #	ITEM NUMBER DESCRIPTION	UOM	QTY'S	ORDERED	SHIPPED	BACKORDERED	NET
				PRICES:	PER UNIT	EXTENDED	
	CHUTE ASSY 14" RC STS				451.00	451.00	230.01
	Disc%: 49.00						
63	61930 EA		4		4	0	
	A, Q & L ASSY U SU				774.93	3,099.72	1,735.84
	Disc%: 44.00						
64	62330 EA		1		1	0	
	CHEV/GMC MOUNT ASSY U 1585				445.20	445.20	249.31
	4X4 1988 & LATER						
	Disc%: 44.00						
65	63470 EA		1		1	0	
	A, Q & L ASSY U LSX				810.63	810.63	453.95
	Disc%: 44.00						
66	65890 EA		1		1	0	
	VEH MOUNT GM 15-35 88-96				56.24	56.24	56.24
	STANDARD BOX						
67	67830-2 EA		1		1	0	
	FORD MOUNT ASSY 1299				351.90	351.90	197.06
	F250, 350.92-97 F150-BRONCO 4X4						
	Disc%: 44.00						
68	67991 EA		2		2	0	
	UT S/SY AQ&L ASSY				539.65	1,079.30	604.40
	63560 BOX1/2						
	Disc%: 44.00						
69	67992 EA		2		2	0	
	AQ&L ASSY UT S/SY				607.14	1,214.28	680.00
	63560 BOX2/2						
	Disc%: 44.00						
70	49311 EA		12		12	0	
	ONE QT. HIGH PERFORMANCE FLUID				7.28	87.36	48.96
	12 QUARTS PER CASE						

CASH DISCOUNTS, WHEN OFFERED ARE  
APPLICABLE TO THE AMOUNT OF  
MERCHANDISE ONLY.

INVOICE TOTAL

\*\*\* Continued On The Next Page \*\*\*

A LATE FEE OF 18% PER YEAR WILL BE CHARGED ON ALL PAST DUE ACCOUNTS TO THE EXTENT PERMITTED BY APPLICABLE LAW.

SELLER REPRESENTS THAT ALL GOODS COVERED BY THIS INVOICE WERE PROCESSED IN  
COMPLIANCE WITH THE REQUIREMENTS OF SECTION 12 (A) AND ALL APPLICABLE  
REQUIREMENTS OF THE FAIR LABOR STANDARDS ACT OF 1938 AS AMENDED.

ALL SALES SUBJECT TO WESTERN PRODUCTS CREDIT POLICY, WARRANTY MANUAL, AND TERMS OF SALE PREVIOUSLY PROVIDED TO CUSTOMER.

WESTERN 000000051





**WESTERN PRODUCTS**  
 7777 NORTH 73RD STREET  
 P.O. BOX 245038  
 MILWAUKEE, WISCONSIN 53224-9538  
 414-354-2310

INVOICE

Page: 000008

## OUR REMITTANCE ADDRESS IS:

WESTERN PRODUCTS DIVISION  
 DOUGLAS DYNAMICS L.L.C.  
 1340 SOLUTIONS CENTER  
 CHICAGO, IL 60677-1003

## Sold-to:

B & P SUPPLY  
 260 COLUMBUS AVE  
 PITTSFIELD MA 01201

## Ship-to:

B & P SUPPLY  
 260 COLUMBUS AVE  
 PITTSFIELD MA 01201

ORDER #	SHIP #	LOC	SHIP VIA	COL / PPD		INVOICE #
137715-00	104134	10	YELLOW	COLLECT		00145904
ORDER DATE	SHIP DATE	CUST #	PURCHASE ORDER #		JOB #	DATE
12/11/2003	1/02/2004	W04100	PO-1576#		16	1/02/2004

LINE SEQ #	ITEM NUMBER DESCRIPTION	UOM	QTY'S:	ORDERED PRICES:	SHIPPED PER UNIT	BACKORDERED EXTENDED	NET
			Disc%:	44.00			
71	61300	EA	4		4	0	
	6-1/2 FT. BLADE ASSY SU				446.37	1,785.48	999.88
			Disc%:	44.00			
72	61540-1	EA	3		3	0	
	HEADLAMP KIT 9-PIN				210.11	630.33	352.98
			Disc%:	44.00			
73	61550-1	EA	1		1	0	
	HEADLAMP KIT 12-PIN				210.11	210.11	117.66
			Disc%:	44.00			
THANK YOU FOR YOUR PROMPT PAYMENT							
Sales Amount							28,735.38
Misc. Charges							.00
Freight							.00
Sales Tax							.00

CASH DISCOUNTS, WHEN OFFERED ARE  
 APPLICABLE TO THE AMOUNT OF  
 MERCHANDISE ONLY.

1% 10 NET 30

INVOICE TOTAL

\$28,735.38

A LATE FEE OF 18% PER YEAR WILL BE CHARGED ON ALL PAST DUE ACCOUNTS TO THE EXTENT PERMITTED BY APPLICABLE LAW.

SELLER REPRESENTS THAT ALL GOODS COVERED BY THIS INVOICE WERE PROCESSED IN  
 COMPLIANCE WITH THE REQUIREMENTS OF SECTION 12 (A) AND ALL APPLICABLE  
 REQUIREMENTS OF THE FAIR LABOR STANDARDS ACT OF 1938 AS AMENDED.

ALL SALES SUBJECT TO WESTERN PRODUCTS CREDIT POLICY, WARRANTY MANUAL, AND TERMS OF SALE PREVIOUSLY PROVIDED TO CUSTOMER.

WESTERN 000000052

# WESTERN PRODUCTS

**OUR REMITTANCE ADDRESS IS:**

01201

WESTERN 000000053



## WESTERN PRODUCTS

## INVOICE

7777 NORTH 73RD STREET

Page: 000001

P.O. BOX 245038  
MILWAUKEE, WISCONSIN 53224-9538  
414-354-2310

## OUR REMITTANCE ADDRESS IS:

WESTERN PRODUCTS DIVISION  
DOUGLAS DYNAMICS L.L.C.  
1340 SOLUTIONS CENTER  
CHICAGO, IL 60677-1003

## Sold-to:

B & P SUPPLY  
260 COLUMBUS AVE  
PITTSFIELD MA

01201

## Ship-to:

B & P SUPPLY  
260 COLUMBUS AVE  
PITTSFIELD MA

01201

ORDER #	SHIP #	LOC	SHIP VIA	COL / PPD	INVOICE #
140567-00	104249	10	UPS	PREPAID	00146017
ORDER DATE	SHIP DATE	CUST #	PURCHASE ORDER #	JOB #	SL\$
12/30/2003	1/02/2004	W04100	PETER		16
					DATE
					1/02/2004

LINE SEQ #	ITEM NUMBER DESCRIPTION	UOM	QTY'S:	ORDERED	SHIPPED	BACKORDERED	NET
				PRICES:	PER UNIT	EXTENDED	
1	67830-2 FORD MOUNT ASSY 1299 F250, 350.92-97 F150-BRONCO 4X4 Disc%: 44.00 --- HOT HOT RUSH - SHIP ASAP ---	EA	1		1 351.90	0 351.90	197.06
THANK YOU FOR YOUR PROMPT PAYMENT							
Sales Amount							197.06
Misc. Charges							.00
Freight							41.63
Sales Tax							.00

CASH DISCOUNTS, WHEN OFFERED ARE 1% 10 NET 30  
APPLICABLE TO THE AMOUNT OF  
MERCHANDISE ONLY.

INVOICE TOTAL

\$238.69

A LATE FEE OF 18% PER YEAR WILL BE CHARGED ON ALL PAST DUE ACCOUNTS TO THE EXTENT PERMITTED BY APPLICABLE LAW.

SELLER REPRESENTS THAT ALL GOODS COVERED BY THIS INVOICE WERE PROCESSED IN  
COMPLIANCE WITH THE REQUIREMENTS OF SECTION 12 (A) AND ALL APPLICABLE  
REQUIREMENTS OF THE FAIR LABOR STANDARDS ACT OF 1938 AS AMENDED.

ALL SALES SUBJECT TO WESTERN PRODUCTS CREDIT POLICY, WARRANTY MANUAL, AND TERMS OF SALE PREVIOUSLY PROVIDED TO CUSTOMER.

WESTERN 000000054



## WESTERN PRODUCTS

## INVOICE

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7777 NORTH 73RD STREET  
P.O. BOX 245038  
MILWAUKEE, WISCONSIN 53224-9538  
414-354-2310

## OUR REMITTANCE ADDRESS IS:

WESTERN PRODUCTS DIVISION  
DOUGLAS DYNAMICS L.L.C.  
1340 SOLUTIONS CENTER  
CHICAGO, IL 60677-1003

## Sold-to:

B & P SUPPLY  
260 COLUMBUS AVE  
PITTSFIELD MA

01201

## Ship-to:

B & P SUPPLY  
260 COLUMBUS AVE  
PITTSFIELD MA

01201

ORDER #	SHIP #	LOC.	SHIP VIA	COL / PPD	INVOICE #
140935-00		10	DO NOT SHIP	PREPAID	00146174
ORDER DATE	SHIP DATE	CUST #	PURCHASE ORDER #	JOB #	SLS
1/02/2004	1/02/2004	WD4100	1546 FREIGHT		16
					DATE
					1/02/2004

LINE SEQ #	ITEM NUMBER DESCRIPTION	UOM	QTY'S:	ORDERED	SHIPPED	BACKORDERED	NET
				PRICES:	PER UNIT	EXTENDED	
1	XFB	EA	1	1	0		
	FREIGHT BILLING			1,550.38	1,550.38		1,550.38
	FREIGHT CHARGES RELATING TO YOUR ORDER SHIPPED PREPAID ON 12/8/03 VIA HOFFMAN TRANSIT. REF WESTERN INV 141464						
	THANK YOU FOR YOUR PROMPT PAYMENT						
				Sales Amount		1,550.38	
				Misc. Charges		.00	
				Freight		.00	
				Sales Tax		.00	

CASH DISCOUNTS, WHEN OFFERED ARE  
APPLICABLE TO THE AMOUNT OF  
MERCHANDISE ONLY.

NET

INVOICE TOTAL

\$1,550.38

A LATE FEE OF 18% PER YEAR WILL BE CHARGED ON ALL PAST DUE ACCOUNTS TO THE EXTENT PERMITTED BY APPLICABLE LAW.

SELLER REPRESENTS THAT ALL GOODS COVERED BY THIS INVOICE WERE PROCESSED IN  
COMPLIANCE WITH THE REQUIREMENTS OF SECTION 12 (A) AND ALL APPLICABLE  
REQUIREMENTS OF THE FAIR LABOR STANDARDS ACT OF 1938 AS AMENDED.

ALL SALES SUBJECT TO WESTERN PRODUCTS CREDIT POLICY, WARRANTY MANUAL, AND TERMS OF SALE PREVIOUSLY PROVIDED TO CUSTOMER.

WESTERN 000000055



## WESTERN PRODUCTS

## INVOICE

7777 NORTH 73RD STREET

Page: 000001

P.O. BOX 245038  
MILWAUKEE, WISCONSIN 53224-9538  
414-354-2310

## OUR REMITTANCE ADDRESS IS:

WESTERN PRODUCTS DIVISION  
DOUGLAS DYNAMICS L.L.C.  
1340 SOLUTIONS CENTER  
CHICAGO, IL 60677-1003

## Sold-to:

B & P SUPPLY  
260 COLUMBUS AVE  
PITTSFIELD MA

01201

## Ship-to:

B & P SUPPLY  
260 COLUMBUS AVE  
PITTSFIELD MA

01201

ORDER #	SHIP #	LOC.	SHIP VIA	COL / PPD	INVOICE #
140974-00		10	DO NOT SHIP	PREPAID	00146199
ORDER DATE	SHIP DATE	CUST #	PURCHASE ORDER #	JOB #	SLS
1/02/2004	1/02/2004	WD4100	PETER- FREIGHT		16
					DATE
					1/02/2004

LINE SEQ #	ITEM NUMBER	UOM	QTY'S:	ORDERED	SHIPPED	BACKORDERED	NET
	DESCRIPTION			PRICES:	PER UNIT	EXTENDED	
1	XFB	EA	1	1	0		
	FREIGHT BILLING			90.43	90.43		90.43
	FREIGHT CHARGES RELATING TO YOUR ORDER SHIPPED PREPAID ON 12/18/03 VIA YELLOW (PRO 125101394) REF WESTERN INV 143585						
	THANK YOU FOR YOUR PROMPT PAYMENT						
				Sales Amount		90.43	
				Misc. Charges		.00	
				Freight		.00	
				Sales Tax		.00	

CASH DISCOUNTS, WHEN OFFERED ARE  
APPLICABLE TO THE AMOUNT OF  
MERCHANDISE ONLY.

NET

INVOICE TOTAL

\$90.43

A LATE FEE OF 18% PER YEAR WILL BE CHARGED ON ALL PAST DUE ACCOUNTS TO THE EXTENT PERMITTED BY APPLICABLE LAW.

SELLER REPRESENTS THAT ALL GOODS COVERED BY THIS INVOICE WERE PROCESSED IN  
COMPLIANCE WITH THE REQUIREMENTS OF SECTION 12 (A) AND ALL APPLICABLE  
REQUIREMENTS OF THE FAIR LABOR STANDARDS ACT OF 1938 AS AMENDED.

ALL SALES SUBJECT TO WESTERN PRODUCTS CREDIT POLICY, WARRANTY MANUAL, AND TERMS OF SALE PREVIOUSLY PROVIDED TO CUSTOMER.

WESTERN 000000056



## WESTERN PRODUCTS

## INVOICE

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7777 NORTH 73RD STREET  
P.O. BOX 245038  
MILWAUKEE, WISCONSIN 53224-9538  
414-354-2310

## OUR REMITTANCE ADDRESS IS:

WESTERN PRODUCTS DIVISION  
DOUGLAS DYNAMICS L.L.C.  
1340 SOLUTIONS CENTER  
CHICAGO, IL 60677-1003

## Sold-to:

B & P SUPPLY  
260 COLUMBUS AVE  
PITTSFIELD MA

01201

## Ship-to:

B & P SUPPLY  
260 COLUMBUS AVE  
PITTSFIELD MA

01201

ORDER #	SHIP #	LOC.	SHIP MA	COL / PPD	INVOICE #
138631-00	104487	10	UPS	PREPAID	00146313
ORDER DATE	SHIP DATE	CUST #	PURCHASE ORDER #	JOB #	SLS
12/15/2003	1/05/2004	W04100	1582#		16
					DATE
					1/05/2004

LINE SEQ #	ITEM NUMBER	UOM	QTY'S:	ORDERED	SHIPPED	BACKORDERED	
	DESCRIPTION			PRICES:	PER UNIT	EXTENDED	NET
14	56185K	EA	1		1	0	
	SUCTION FILTER KIT				4.82	4.82	2.89
	Disc%:		40.00				
THANK YOU FOR YOUR PROMPT PAYMENT							
Sales Amount							2.89
Misc. Charges							.00
Freight							5.31
Sales Tax							.00

CASH DISCOUNTS, WHEN OFFERED ARE  
APPLICABLE TO THE AMOUNT OF  
MERCHANDISE ONLY.

1% 10 NET 30

INVOICE TOTAL

\$8.20

A LATE FEE OF 18% PER YEAR WILL BE CHARGED ON ALL PAST DUE ACCOUNTS TO THE EXTENT PERMITTED BY APPLICABLE LAW.

SELLER REPRESENTS THAT ALL GOODS COVERED BY THIS INVOICE WERE PROCESSED IN  
COMPLIANCE WITH THE REQUIREMENTS OF SECTION 12 (A) AND ALL APPLICABLE  
REQUIREMENTS OF THE FAIR LABOR STANDARDS ACT OF 1938 AS AMENDED.

ALL SALES SUBJECT TO WESTERN PRODUCTS CREDIT POLICY, WARRANTY MANUAL, AND TERMS OF SALE PREVIOUSLY PROVIDED TO CUSTOMER.

WESTERN 000000057



## WESTERN PRODUCTS

## INVOICE

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7777 NORTH 73RD STREET  
P.O. BOX 245038  
MILWAUKEE, WISCONSIN 53224-9538  
414-354-2310

## OUR REMITTANCE ADDRESS IS:

WESTERN PRODUCTS DIVISION  
DOUGLAS DYNAMICS L.L.C.  
1340 SOLUTIONS CENTER  
CHICAGO, IL 60677-1003

Sold-to:

B & P SUPPLY  
260 COLUMBUS AVE  
PITTSFIELD MA

01201

Ship-to:

B & P SUPPLY  
260 COLUMBUS AVE  
PITTSFIELD MA

01201

ORDER #	SHIP #	LOC.	SHIP VIA	COL / PPD	INVOICE #
139238-00	104487	10	UPS	PREPAID	00146328
ORDER DATE	SHIP DATE	CUST #	PURCHASE ORDER #	JOB #	SLS
12/15/2003	1/05/2004	W04100	1593#		16
					DATE
					1/05/2004

LINE SEQ #	ITEM NUMBER DESCRIPTION	UOM	QTY'S:	ORDERED	SHIPPED	BACKORDERED	NET
				PRICES:	PER UNIT	EXTENDED	
5	8437 PLUG-IN HARNESS KIT HB-3 & HB-4-A, LIGHT GREEN LABEL Disc%: 44.00	EA	1		1 233.00	0 233.00	130.48
THANK YOU FOR YOUR PROMPT PAYMENT							
Sales Amount							130.48
Misc. Charges							.00
Freight							.00
Sales Tax							.00

CASH DISCOUNTS, WHEN OFFERED ARE  
APPLICABLE TO THE AMOUNT OF  
MERCHANDISE ONLY.

1% 10 NET 30

INVOICE TOTAL

\$130.48

A LATE FEE OF 18% PER YEAR WILL BE CHARGED ON ALL PAST DUE ACCOUNTS TO THE EXTENT PERMITTED BY APPLICABLE LAW.

SELLER REPRESENTS THAT ALL GOODS COVERED BY THIS INVOICE WERE PROCESSED IN  
COMPLIANCE WITH THE REQUIREMENTS OF SECTION 12 (A) AND ALL APPLICABLE  
REQUIREMENTS OF THE FAIR LABOR STANDARDS ACT OF 1938 AS AMENDED.

ALL SALES SUBJECT TO WESTERN PRODUCTS CREDIT POLICY, WARRANTY MANUAL, AND TERMS OF SALE PREVIOUSLY PROVIDED TO CUSTOMER.

WESTERN 000000058



**WESTERN PRODUCTS**  
7777 NORTH 73RD STREET  
P.O. BOX 245038  
MILWAUKEE, WISCONSIN 53224-9538  
414-354-2310

**INVOICE**  
Page: 000001

**OUR REMITTANCE ADDRESS IS:**

WESTERN PRODUCTS DIVISION  
DOUGLAS DYNAMICS L.L.C.  
1340 SOLUTIONS CENTER  
CHICAGO, IL 60677-1003

**Sold-to:**

B & P SUPPLY  
260 COLUMBUS AVE  
PITTSFIELD MA

01201

**Ship-to:**

B & P SUPPLY  
260 COLUMBUS AVE  
PITTSFIELD MA

01201

ORDER #	SHIP #	LOC	SHIP VIA		COL / PPD	INVOICE #	
139330-00	104487	10	UPS		PREPAID	00146330	
ORDER DATE	SHIP DATE	CUST #	PURCHASE ORDER #		JOB #	SLS	DATE
12/15/2003	1/05/2004	W04100	1595#			16	1/05/2004

LINE SEQ #	ITEM NUMBER	UOM	QTY'S:	ORDERED	SHIPPED	BACKORDERED	
	DESCRIPTION			PRICES:	PER UNIT	EXTENDED	NET
2	21501	EA	1		0	1	
	HYD PUMP KIT - FS				179.87	.00	.00
		Disc%:	40.00				
3	26352	EA	1		1	0	
	PLUG-IN HARNESS HB-3 & HB-4 -B				73.39	73.39	44.03
	LONG						
		Disc%:	40.00				
THANK YOU FOR YOUR PROMPT PAYMENT							
Sales Amount							44.03
Misc. Charges							.00
Freight							.00
Sales Tax							.00

CASH DISCOUNTS, WHEN OFFERED ARE  
APPLICABLE TO THE AMOUNT OF  
MERCHANDISE ONLY.

1% 10 NET 30

INVOICE TOTAL

\$44.03

A LATE FEE OF 18% PER YEAR WILL BE CHARGED ON ALL PAST DUE ACCOUNTS TO THE EXTENT PERMITTED BY APPLICABLE LAW.

SELLER REPRESENTS THAT ALL GOODS COVERED BY THIS INVOICE WERE PROCESSED IN  
COMPLIANCE WITH THE REQUIREMENTS OF SECTION 12 (A) AND ALL APPLICABLE  
REQUIREMENTS OF THE FAIR LABOR STANDARDS ACT OF 1938 AS AMENDED.

ALL SALES SUBJECT TO WESTERN PRODUCTS CREDIT POLICY, WARRANTY MANUAL, AND TERMS OF SALE PREVIOUSLY PROVIDED TO CUSTOMER.

WESTERN 000000059





## WESTERN PRODUCTS

## INVOICE

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7777 NORTH 73RD STREET  
P.O. BOX 245038  
MILWAUKEE, WISCONSIN 53224-9538  
414-354-2310

## OUR REMITTANCE ADDRESS IS:

WESTERN PRODUCTS DIVISION  
DOUGLAS DYNAMICS L.L.C.  
1340 SOLUTIONS CENTER  
CHICAGO, IL 60677-1003

## Sold-to:

B & P SUPPLY  
260 COLUMBUS AVE  
PITTSFIELD MA

01201

## Ship-to:

B & P SUPPLY  
260 COLUMBUS AVE  
PITTSFIELD MA

01201

ORDER #	SHIP #	LOC.	SHIP VIA	COL / PPD	INVOICE #
141276-00	104947	10	UPS	PREPAID	00146935
ORDER DATE	SHIP DATE	CUST #	PURCHASE ORDER #	JOB #	DATE
1/06/2004	1/07/2004	W04100	1620#	16	1/07/2004

LINE SEQ #	ITEM NUMBER DESCRIPTION	UOM	QTY'S:	ORDERED PRICES:	SHIPPED PER UNIT	BACKORDERED EXTENDED	NET
1	27780 PLUG-IN HARNESS KIT HB-3 & HB-4-B, LIGHT GREEN LABEL Disc%: 44.00	EA	3		3 233.00	0 699.00	391.44
2	56369 SOLENOID CONTROL KIT - U Disc%: 44.00	EA	8		0 201.83	8 .00	.00
3	8437 PLUG-IN HARNESS KIT HB-3 & HB-4-A, LIGHT GREEN LABEL Disc%: 44.00	EA	4		4 233.00	0 932.00	521.92
<p>THANK YOU FOR YOUR PROMPT PAYMENT</p> <p>Sales Amount 913.36 Misc. Charges .00 Freight 15.55 Sales Tax .00</p>							

CASH DISCOUNTS, WHEN OFFERED ARE  
APPLICABLE TO THE AMOUNT OF  
MERCHANDISE ONLY.

1% 10 NET 30

INVOICE TOTAL

\$928.91

A LATE FEE OF 18% PER YEAR WILL BE CHARGED ON ALL PAST DUE ACCOUNTS TO THE EXTENT PERMITTED BY APPLICABLE LAW.

SELLER REPRESENTS THAT ALL GOODS COVERED BY THIS INVOICE WERE PROCESSED IN  
COMPLIANCE WITH THE REQUIREMENTS OF SECTION 12 (A) AND ALL APPLICABLE  
REQUIREMENTS OF THE FAIR LABOR STANDARDS ACT OF 1938 AS AMENDED.

ALL SALES SUBJECT TO WESTERN PRODUCTS CREDIT POLICY, WARRANTY MANUAL, AND TERMS OF SALE PREVIOUSLY PROVIDED TO CUSTOMER.

WESTERN 000000060



**WESTERN PRODUCTS**  
7777 NORTH 73RD STREET  
P.O. BOX 245038  
MILWAUKEE, WISCONSIN 53224-9538  
414-354-2310

**INVOICE**

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**OUR REMITTANCE ADDRESS IS:**

WESTERN PRODUCTS DIVISION  
DOUGLAS DYNAMICS L.L.C.  
1340 SOLUTIONS CENTER  
CHICAGO, IL 60677-1003

**Sold-to:**

B & P SUPPLY  
260 COLUMBUS AVE  
PITTSFIELD MA

01201

**Ship-to:**

B & P SUPPLY  
260 COLUMBUS AVE  
PITTSFIELD MA

01201

ORDER #	SHIP #	LOC.	SHIP VIA		COL / PPD	INVOICE #	
141406-00	105076	10	UPS		PREPAID	00147106	
ORDER DATE	SHIP DATE	CUST #	PURCHASE ORDER #		JOB #	SL#	DATE
1/06/2004	1/07/2004	W04100	1623#			16	1/07/2004

LINE SEQ #	ITEM NUMBER DESCRIPTION	UOM	QTY'S:	ORDERED PRICES:	SHIPPED PER UNIT	BACKORDERED EXTENDED	NET
1	25878K RAM ASSY 2 X 16 KIT	EA	2		0	2	
					145.60	.00	.00
			Disc%:	40.00			
2	56616 HOSE KIT, 1/4X42 W/ F-JIC ENDS	EA	2		2	0	
					21.44	42.88	25.72
			Disc%:	40.00			
3	67846 STAND ASSEMBLY PASSENGER SIDE	EA	1		1	0	
					149.28	149.28	89.57
			Disc%:	40.00			
4	67847 STAND SHOE KIT	EA	2		2	0	
					22.28	44.56	26.74
			Disc%:	40.00			
THANK YOU FOR YOUR PROMPT PAYMENT							
Sales Amount							142.03
Misc. Charges							.00
Freight							8.30
Sales Tax							.00

CASH DISCOUNTS, WHEN OFFERED ARE 1% 10 NET 30  
APPLICABLE TO THE AMOUNT OF  
MERCHANDISE ONLY.

INVOICE TOTAL

\$150.33

A LATE FEE OF 18% PER YEAR WILL BE CHARGED ON ALL PAST DUE ACCOUNTS TO THE EXTENT PERMITTED BY APPLICABLE LAW.

SELLER REPRESENTS THAT ALL GOODS COVERED BY THIS INVOICE WERE PROCESSED IN  
COMPLIANCE WITH THE REQUIREMENTS OF SECTION 12 (A) AND ALL APPLICABLE  
REQUIREMENTS OF THE FAIR LABOR STANDARDS ACT OF 1938 AS AMENDED.

ALL SALES SUBJECT TO WESTERN PRODUCTS CREDIT POLICY, WARRANTY MANUAL, AND TERMS OF SALE PREVIOUSLY PROVIDED TO CUSTOMER.

WESTERN 000000061



WESTERN PRODUCTS

INVOICE

7777 NORTH 73RD STREET

Page: 000001

P.O. BOX 245038  
MILWAUKEE, WISCONSIN 53224-9538  
414-354-2310

## OUR REMITTANCE ADDRESS IS:

WESTERN PRODUCTS DIVISION  
DOUGLAS DYNAMICS L.L.C.  
1340 SOLUTIONS CENTER  
CHICAGO, IL 60677-1003

## Sold-to:

B & P SUPPLY  
260 COLUMBUS AVE  
PITTSFIELD MA

01201

## Ship-to:

B & P SUPPLY  
260 COLUMBUS AVE  
PITTSFIELD MA

01201

ORDER #	SHIP #	LOC	SHIP VIA	COL / PPD	INVOICE #
140906-00	105096	10	YELLOW	COLLECT	00147234
ORDER DATE	SHIP DATE	CUST #	PURCHASE ORDER #	JOB #	DATE
1/02/2004	1/08/2004	W04100	PO-1607#	16	1/08/2004

LINE SEQ #	ITEM NUMBER DESCRIPTION	UOM	QTY'S:	ORDERED PRICES:	SHIPPED PER UNIT	BACKORDERED EXTENDED	NET
1	49230K COIL W/SPADE TERMINALS	EA	2		2 13.05	0 26.10	15.66
				Disc%: 40.00			
2	49298 HEADLIGHT HOUSING ASSY	EA	1		1 46.32	0 46.32	27.79
				Disc%: 40.00			
3	59694K BLADE GUIDE FLAG	EA	4		4 4.60	0 18.40	11.04
				Disc%: 40.00			
4	65109 TARP - 8'	EA	1		1 64.96	0 64.96	45.47
				Disc%: 30.00			
5	68351 #40 ROLLER CHAIN 26 1/2" LONG WITH MASTER LINK (HARDENED)	EA	2		2 12.08	0 24.16	14.50
				Disc%: 40.00			
6	68790 RATCHET TIE DOWN KIT	EA	2		2 67.60	0 135.20	94.64
				Disc%: 30.00			
7	95330 LOW PROFILE MODEL 500 WP	EA	1		1 650.30	0 650.30	650.30
8	67070 CONTROL ON/OFF (BOXED) WP	EA	1		1 53.35	0 53.35	53.35
Sales Amount							912.75
Misc. Charges							.00
Freight							.00
Sales Tax							.00
THANK YOU FOR YOUR PROMPT PAYMENT							

CASH DISCOUNTS, WHEN OFFERED ARE 1% 10 NET 30  
APPLICABLE TO THE AMOUNT OF  
MERCHANDISE ONLY.

INVOICE TOTAL

\$912.75

A LATE FEE OF 18% PER YEAR WILL BE CHARGED ON ALL PAST DUE ACCOUNTS TO THE EXTENT PERMITTED BY APPLICABLE LAW.

SELLER REPRESENTS THAT ALL GOODS COVERED BY THIS INVOICE WERE PROCESSED IN  
COMPLIANCE WITH THE REQUIREMENTS OF SECTION 12 (A) AND ALL APPLICABLE  
REQUIREMENTS OF THE FAIR LABOR STANDARDS ACT OF 1938 AS AMENDED.

ALL SALES SUBJECT TO WESTERN PRODUCTS CREDIT POLICY, WARRANTY MANUAL, AND TERMS OF SALE PREVIOUSLY PROVIDED TO CUSTOMER.

WESTERN 000000062



**WESTERN PRODUCTS**  
 7777 NORTH 73RD STREET  
 P.O. BOX 245038  
 MILWAUKEE, WISCONSIN 53224-9538  
 414-354-2310

INVOICE

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## OUR REMITTANCE ADDRESS IS:

WESTERN PRODUCTS DIVISION  
 DOUGLAS DYNAMICS L.L.C.  
 1340 SOLUTIONS CENTER  
 CHICAGO, IL 60677-1003

## Sold-to:

B & P SUPPLY  
 260 COLUMBUS AVE  
 PITTSFIELD MA

01201

## Ship-to:

B & P SUPPLY  
 260 COLUMBUS AVE  
 PITTSFIELD MA

01201

ORDER #	SHIP #	LOC	SHIP VIA	COL / FPD	INVOICE #
139330-00	105390	10	UPS	PREPAID	00147542
ORDER DATE	SHIP DATE	CUST #	PURCHASE ORDER #	JOB #	DATE
12/18/2003	1/09/2004	W04100	1595#	16	1/09/2004

LINE SEQ #	ITEM NUMBER DESCRIPTION	UOM	QTY'S:	ORDERED PRICES:	SHIPPED PER UNIT	BACKORDERED EXTENDED	NET
2	21501 HYD PUMP KIT - FS	EA	1	1	179.87	0 179.87	107.92
			Disc%:	40.00			
THANK YOU FOR YOUR PROMPT PAYMENT							
Sales Amount							107.92
Misc. Charges							.00
Freight							4.46
Sales Tax							.00

CASH DISCOUNTS, WHEN OFFERED ARE  
 APPLICABLE TO THE AMOUNT OF  
 MERCHANDISE ONLY.

1% 10 NET 30

INVOICE TOTAL

\$112.38

A LATE FEE OF 18% PER YEAR WILL BE CHARGED ON ALL PAST DUE ACCOUNTS TO THE EXTENT PERMITTED BY APPLICABLE LAW.

SELLER REPRESENTS THAT ALL GOODS COVERED BY THIS INVOICE WERE PROCESSED IN  
 COMPLIANCE WITH THE REQUIREMENTS OF SECTION 12 (A) AND ALL APPLICABLE  
 REQUIREMENTS OF THE FAIR LABOR STANDARDS ACT OF 1938 AS AMENDED.

ALL SALES SUBJECT TO WESTERN PRODUCTS CREDIT POLICY, WARRANTY MANUAL, AND TERMS OF SALE PREVIOUSLY PROVIDED TO CUSTOMER.

WESTERN 000000063



## WESTERN PRODUCTS

## INVOICE

7777 NORTH 73RD STREET

Page: 000001

P.O. BOX 245038  
MILWAUKEE, WISCONSIN 53224-9538  
414-354-2310

## OUR REMITTANCE ADDRESS IS:

WESTERN PRODUCTS DIVISION  
DOUGLAS DYNAMICS L.L.C.  
1340 SOLUTIONS CENTER  
CHICAGO, IL 60677-1003

## Sold-to:

B & P SUPPLY  
260 COLUMBUS AVE  
PITTSFIELD MA 01201

## Ship-to:

B & P SUPPLY  
260 COLUMBUS AVE  
PITTSFIELD MA 01201

ORDER #	SHIP #	LOC.	SHIP VIA	COL / PPD	INVOICE #
141276-00	105864	10	UPS	PREPAID	00148032
ORDER DATE	SHIP DATE	CUST #	PURCHASE ORDER #	JOB #	SL\$
1/06/2004	1/12/2004	W04100	1620#		16
					DATE
					1/12/2004

LINE SEQ #	ITEM NUMBER DESCRIPTION	UOM	QTY'S:	ORDERED	SHIPPED	BACKORDERED	NET
				PRICES:	PER UNIT	EXTENDED	
2	56369 SOLENOID CONTROL KIT - U	EA	8	8	201.83	0 1,614.64	904.24
		Disc#:	44.00				
THANK YOU FOR YOUR PROMPT PAYMENT							
Sales Amount							904.24
Misc. Charges							.00
Freight							28.30
Sales Tax							.00

CASH DISCOUNTS, WHEN OFFERED ARE  
APPLICABLE TO THE AMOUNT OF  
MERCHANDISE ONLY.

1% 10 NET 30

INVOICE TOTAL

\$932.54

A LATE FEE OF 18% PER YEAR WILL BE CHARGED ON ALL PAST DUE ACCOUNTS TO THE EXTENT PERMITTED BY APPLICABLE LAW.

SELLER REPRESENTS THAT ALL GOODS COVERED BY THIS INVOICE WERE PROCESSED IN  
COMPLIANCE WITH THE REQUIREMENTS OF SECTION 12 (A) AND ALL APPLICABLE  
REQUIREMENTS OF THE FAIR LABOR STANDARDS ACT OF 1938 AS AMENDED.

ALL SALES SUBJECT TO WESTERN PRODUCTS CREDIT POLICY, WARRANTY MANUAL, AND TERMS OF SALE PREVIOUSLY PROVIDED TO CUSTOMER.

WESTERN 000000064



WESTERN PRODUCTS

INVOICE

Exhibit B - Part 2 of 2

Page: 000001

7777 NORTH 73RD STREET

P.O. BOX 245038  
MILWAUKEE, WISCONSIN 53224-9538  
414-354-2310

## OUR REMITTANCE ADDRESS IS:

WESTERN PRODUCTS DIVISION  
DOUGLAS DYNAMICS L.L.C.  
1340 SOLUTIONS CENTER  
CHICAGO, IL 60677-1003

## Sold-to:

B & P SUPPLY  
260 COLUMBUS AVE  
PITTSFIELD MA

01201

## Ship-to:

B & P SUPPLY  
260 COLUMBUS AVE  
PITTSFIELD MA

01201

ORDER #	SHIP #	LOC.	SHIP VIA		COL / PPD	INVOICE #	
141406-00	105864	10	UPS		PREPAID	00148046	
ORDER DATE	SHIP DATE	CUST #	PURCHASE ORDER #		JOB #	SLS	DATE
1/06/2004	1/12/2004	W04100	1623#			16	1/12/2004

LINE SEQ #	ITEM NUMBER DESCRIPTION	UOM	QTY'S:	ORDERED	SHIPPED	BACKORDERED	NET
				PRICES:	PER UNIT	EXTENDED	
1	25878K RAM ASSY 2 X 16 KIT	EA	2	2	145.60	0 291.20	174.72
			Disc%:	40.00			
THANK YOU FOR YOUR PROMPT PAYMENT							
Sales Amount							174.72
Misc. Charges							.00
Freight							.00
Sales Tax							.00

CASH DISCOUNTS, WHEN OFFERED ARE  
APPLICABLE TO THE AMOUNT OF  
MERCHANDISE ONLY.

1% 10 NET 30

INVOICE TOTAL

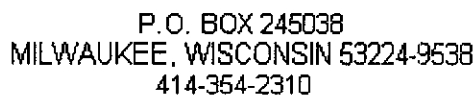
\$174.72

A LATE FEE OF 18% PER YEAR WILL BE CHARGED ON ALL PAST DUE ACCOUNTS TO THE EXTENT PERMITTED BY APPLICABLE LAW.

SELLER REPRESENTS THAT ALL GOODS COVERED BY THIS INVOICE WERE PROCESSED IN  
COMPLIANCE WITH THE REQUIREMENTS OF SECTION 12 (A) AND ALL APPLICABLE  
REQUIREMENTS OF THE FAIR LABOR STANDARDS ACT OF 1938 AS AMENDED.

ALL SALES SUBJECT TO WESTERN PRODUCTS CREDIT POLICY, WARRANTY MANUAL, AND TERMS OF SALE PREVIOUSLY PROVIDED TO CUSTOMER.

WESTERN 000000065



**OUR REMITTANCE ADDRESS IS:**

WESTERN PRODUCTS DIVISION  
DOUGLAS DYNAMICS L.L.C.  
1340 SOLUTIONS CENTER  
CHICAGO, IL 60677-1003

B & P SUPPLY  
260 COLUMBUS AVE  
PITTSFIELD MA

01201

B & P SUPPLY  
260 COLUMBUS AVE  
PITTSFIELD MA

01201

LINE SEQ #	ITEM NUMBER	UOM	QTY'S:	ORDERED	SHIPPED	BACKORDERED	
	DESCRIPTION			PRICES:	PER UNIT	EXTENDED	NET

CASH DISCOUNTS, WHEN OFFERED ARE APPLICABLE TO THE AMOUNT OF MERCHANDISE ONLY.	NET	INVOICE TOTAL	\$250.00-
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SELLER REPRESENTS THAT ALL GOODS COVERED BY THIS INVOICE WERE PROCESSED IN COMPLIANCE WITH THE REQUIREMENTS OF SECTION 12 (A) AND ALL APPLICABLE REQUIREMENTS OF THE FAIR LABOR STANDARDS ACT OF 1938 AS AMENDED.

ALL SALES SUBJECT TO WESTERN PRODUCTS CREDIT POLICY, WARRANTY MANUAL, AND TERMS OF SALE PREVIOUSLY PROVIDED TO CUSTOMER.

WESTERN 000000066



7777 NORTH 73RD STREET  
P.O. BOX 245038  
MILWAUKEE, WISCONSIN 53224-9538  
414-354-2310

## OUR REMITTANCE ADDRESS IS:

WESTERN PRODUCTS DIVISION  
DOUGLAS DYNAMICS L.L.C.  
1340 SOLUTIONS CENTER  
CHICAGO, IL 60677-1003

## Sold-to:

B & P SUPPLY  
260 COLUMBUS AVE  
PITTSFIELD MA 01201

## Ship-to:

B & P SUPPLY  
260 COLUMBUS AVE  
PITTSFIELD MA 01201

ORDER #	SHIP #	LOC.	SHIP VIA		COL / PPD		INVOICE #	
143323-00	106968	10	UPS		PREPAID		00149754	
ORDER DATE	SHIP DATE		CUST #	PURCHASE ORDER #		JOB #	SLS	DATE
1/16/2004	1/19/2004		W04100	PETER			16	1/19/2004

LINE SEQ #	ITEM NUMBER	UOM	QTY'S:	ORDERED	SHIPPED	BACKORDERED	NET
	DESCRIPTION			PRICES:	PER UNIT	EXTENDED	
1	61540-1	EA	2		2	0	
	HEADLAMP KIT 9-PIN				210.11	420.22	235.32
		Disc%:	44.00				
THANK YOU FOR YOUR PROMPT PAYMENT							
Sales Amount							235.32
Misc. Charges							.00
Freight							11.68
Sales Tax							.00

CASH DISCOUNTS, WHEN OFFERED ARE  
APPLICABLE TO THE AMOUNT OF  
MERCHANDISE ONLY.

1% 10 NET 30

INVOICE TOTAL

\$247.00

A LATE FEE OF 18% PER YEAR WILL BE CHARGED ON ALL PAST DUE ACCOUNTS TO THE EXTENT PERMITTED BY APPLICABLE LAW.

SELLER REPRESENTS THAT ALL GOODS COVERED BY THIS INVOICE WERE PROCESSED IN  
COMPLIANCE WITH THE REQUIREMENTS OF SECTION 12 (A) AND ALL APPLICABLE  
REQUIREMENTS OF THE FAIR LABOR STANDARDS ACT OF 1938 AS AMENDED.

ALL SALES SUBJECT TO WESTERN PRODUCTS CREDIT POLICY, WARRANTY MANUAL, AND TERMS OF SALE PREVIOUSLY PROVIDED TO CUSTOMER.

WESTERN 000000067





## WESTERN PRODUCTS

## INVOICE

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7777 NORTH 73RD STREET

Page: 000001

P.O. BOX 245038  
MILWAUKEE, WISCONSIN 53224-9538  
414-354-2310

## OUR REMITTANCE ADDRESS IS:

WESTERN PRODUCTS DIVISION  
DOUGLAS DYNAMICS L.L.C.  
1340 SOLUTIONS CENTER  
CHICAGO, IL 60677-1003

## Sold-to:

B & P SUPPLY  
260 COLUMBUS AVE  
PITTSFIELD MA

01201

## Ship-to:

B & P SUPPLY  
260 COLUMBUS AVE  
PITTSFIELD MA

01201

ORDER #	SHIP #	LOC	SHIP VIA		COL / PPD		INVOICE #	
143404-00	107133	10	UPS		PREPAID		00149908	
ORDER DATE	SHIP DATE		CUST #	PURCHASE ORDER #		JOB #	SLS	DATE
1/19/2004	1/20/2004		W04100	1639#			16	1/20/2004

LINE SEQ #	ITEM NUMBER DESCRIPTION	UOM	QTY'S:	ORDERED PRICES:	SHIPPED PER UNIT	BACKORDERED EXTENDED	NET
1	25968K BASE LUG W/#25618 O-RING	EA	1	11.00	1	0	6.60
	Disc%:		40.00				
2	61169 VEHICLE BATTERY CABLE	EA	4	30.45	4	0	73.08
	Disc%:		40.00				
3	65193 SPROCKET, #40 X 24T X 3/4" ID	EA	1	26.80	1	0	16.08
	Disc%:		40.00				
4	65196 SPINNER SHAFT RC ZYC (14" CHT)	EA	1	16.77	1	0	10.06
	Disc%:		40.00				
5	65197 3/4" PILLOW BLOCK BEARING WITH LOCK COLLAR	EA	2	27.67	2	0	33.20
	Disc%:		40.00				
6	65201 SPINNER DISK RC MS	EA	1	59.98	1	0	35.99
	Disc%:		40.00				
7	66763 INLET FITTING/FILTER KIT	EA	3	15.44	3	0	27.78
	Disc%:		40.00				
8	67534 THROTTLE SWITCH MOM/OFF/MOM	EA	1	32.87	1	0	19.72
	Disc%:		40.00				
9	68350 #40 ROLLER CHAIN 29 1/2" LONG WITH MASTER LINK (HARDENED)	EA	1	12.73	1	0	7.64
	Disc%:		40.00				
10	92190K	EA	2		2	0	

CASH DISCOUNTS, WHEN OFFERED ARE  
APPLICABLE TO THE AMOUNT OF  
MERCHANDISE ONLY.

INVOICE TOTAL

\*\*\* Continued On The Next Page \*\*\*

A LATE FEE OF 18% PER YEAR WILL BE CHARGED ON ALL PAST DUE ACCOUNTS TO THE EXTENT PERMITTED BY APPLICABLE LAW.

SELLER REPRESENTS THAT ALL GOODS COVERED BY THIS INVOICE WERE PROCESSED IN  
COMPLIANCE WITH THE REQUIREMENTS OF SECTION 12 (A) AND ALL APPLICABLE  
REQUIREMENTS OF THE FAIR LABOR STANDARDS ACT OF 1938 AS AMENDED.

ALL SALES SUBJECT TO WESTERN PRODUCTS CREDIT POLICY, WARRANTY MANUAL, AND TERMS OF SALE PREVIOUSLY PROVIDED TO CUSTOMER.

WESTERN 000000068



## WESTERN PRODUCTS

## INVOICE

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7777 NORTH 73RD STREET

Page: 000002

P.O. BOX 245038  
MILWAUKEE, WISCONSIN 53224-9538  
414-354-2310

## OUR REMITTANCE ADDRESS IS:

WESTERN PRODUCTS DIVISION  
DOUGLAS DYNAMICS L.L.C.  
1340 SOLUTIONS CENTER  
CHICAGO, IL 60677-1003

## Sold-to:

B & P SUPPLY  
260 COLUMBUS AVE  
PITTSFIELD MA

01201

## Ship-to:

B & P SUPPLY  
260 COLUMBUS AVE  
PITTSFIELD MA

01201

ORDER #	SHIP #	LOC.	SHIP MA		COL / PPD	INVOICE #	
143404-00	107133	10	UPS		PREPAID	00149908	
ORDER DATE	SHIP DATE	CUST #	PURCHASE ORDER #		JOB #	SL\$	DATE
1/19/2004	1/20/2004	W04100	1639#			16	1/20/2004

LINE SEQ #	ITEM NUMBER DESCRIPTION	UOM	QTY'S:	ORDERED	SHIPPED	BACKORDERED	NET
				PRICES:	PER UNIT	EXTENDED	
	SWIVEL HOSE FITTING 1/4"X45DEG				5.46	10.92	6.56
	Disc%: 40.00						
	Part number 92190				has been replaced by 92190K		
	THANK YOU FOR YOUR PROMPT PAYMENT						
					Sales Amount	236.71	
					Misc. Charges	.00	
					Freight	9.38	
					Sales Tax	.00	

CASH DISCOUNTS, WHEN OFFERED ARE  
APPLICABLE TO THE AMOUNT OF  
MERCHANDISE ONLY.

1% 10 NET 30

INVOICE TOTAL

\$246.09

A LATE FEE OF 18% PER YEAR WILL BE CHARGED ON ALL PAST DUE ACCOUNTS TO THE EXTENT PERMITTED BY APPLICABLE LAW.

SELLER REPRESENTS THAT ALL GOODS COVERED BY THIS INVOICE WERE PROCESSED IN  
COMPLIANCE WITH THE REQUIREMENTS OF SECTION 12 (A) AND ALL APPLICABLE  
REQUIREMENTS OF THE FAIR LABOR STANDARDS ACT OF 1938 AS AMENDED.

ALL SALES SUBJECT TO WESTERN PRODUCTS CREDIT POLICY, WARRANTY MANUAL, AND TERMS OF SALE PREVIOUSLY PROVIDED TO CUSTOMER.

WESTERN 000000069



**WESTERN PRODUCTS**  
7777 NORTH 73RD STREET  
P.O. BOX 245038  
MILWAUKEE, WISCONSIN 53224-9538  
414-354-2310

**INVOICE**

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**OUR REMITTANCE ADDRESS IS:**

WESTERN PRODUCTS DIVISION  
DOUGLAS DYNAMICS L.L.C.  
1340 SOLUTIONS CENTER  
CHICAGO, IL 60677-1003

**Sold-to:**

B & P SUPPLY  
260 COLUMBUS AVE  
PITTSFIELD MA 01201

**Ship-to:**

B & P SUPPLY  
260 COLUMBUS AVE  
PITTSFIELD MA 01201

ORDER #	SHIP #	LOC	SHIP VIA		COL / PPD	INVOICE #	
134598-00	107288	10	YELLOW		COLLECT	00150036	
ORDER DATE	SHIP DATE	CUST #	PURCHASE ORDER #		JOB #	SLS	DATE
11/24/2003	1/21/2004	W04100	PO-1546#			16	1/21/2004

LINE SEQ #	ITEM NUMBER DESCRIPTION	UOM	QTY'S: ORDERED	SHIPPED PER UNIT	BACKORDERED EXTENDED	NET
4	3919 DODGE MOUNT ASSY	EA	2	0 351.90	2 .00	.00
		Disc%:	44.00			
19	63472 BLADE ASSY - 7'-2"LSX	EA	1	0 598.99	1 .00	.00
		Disc%:	44.00			
26	65605-2 BATTERY KIT, SPREADER	EA	1	1 75.11	0 75.11	38.31
		Disc%:	49.00			
41	94480 TOP SCREEN 7' RC	EA	1	1 261.87	0 261.87	183.31
		Disc%:	30.00			
45	95425 CHUTE ASSY 14" STS CENTER BELT DRIVE	EA	1	0 526.24	1 .00	.00
		Disc%:	49.00			
47	95424 CHUTE ASSY 14" MS CENTER BELT DRIVE	EA	1	0 398.90	1 .00	.00
		Disc%:	49.00			
49	65605-2 BATTERY KIT, SPREADER	EA	2	2 75.11	0 150.22	76.62
		Disc%:	49.00			
THANK YOU FOR YOUR PROMPT PAYMENT						
Sales Amount						298.24
Misc. Charges						.00
Freight						.00
Sales Tax						.00

CASH DISCOUNTS, WHEN OFFERED ARE  
APPLICABLE TO THE AMOUNT OF  
MERCHANDISE ONLY.

1% 10 NET 30

INVOICE TOTAL

\$298.24

A LATE FEE OF 18% PER YEAR WILL BE CHARGED ON ALL PAST DUE ACCOUNTS TO THE EXTENT PERMITTED BY APPLICABLE LAW.

SELLER REPRESENTS THAT ALL GOODS COVERED BY THIS INVOICE WERE PROCESSED IN  
COMPLIANCE WITH THE REQUIREMENTS OF SECTION 12 (A) AND ALL APPLICABLE  
REQUIREMENTS OF THE FAIR LABOR STANDARDS ACT OF 1938 AS AMENDED.

ALL SALES SUBJECT TO WESTERN PRODUCTS CREDIT POLICY, WARRANTY MANUAL, AND TERMS OF SALE PREVIOUSLY PROVIDED TO CUSTOMER.

WESTERN 000000070



## WESTERN PRODUCTS

## INVOICE

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7777 NORTH 73RD STREET  
P.O. BOX 245038  
MILWAUKEE, WISCONSIN 53224-9538  
414-354-2310

## OUR REMITTANCE ADDRESS IS:

WESTERN PRODUCTS DIVISION  
DOUGLAS DYNAMICS L.L.C.  
1340 SOLUTIONS CENTER  
CHICAGO, IL 60677-1003

## Sold-to:

B & P SUPPLY  
260 COLUMBUS AVE  
PITTSFIELD MA

01201

## Ship-to:

B & P SUPPLY  
260 COLUMBUS AVE  
PITTSFIELD MA

01201

ORDER #	SHIP #	LOC.	SHIP VIA	COL / PPD	INVOICE #
143685-00	107550	10	UPS	PREPAID	00150419
ORDER DATE	SHIP DATE	CUST #	PURCHASE ORDER #	JOB #	SLS
1/21/2004	1/22/2004	W04100	PO-1648#		16
					DATE
					1/22/2004

LINE SEQ #	ITEM NUMBER DESCRIPTION	UOM	QTY'S:	ORDERED PRICES:	SHIPPED PER UNIT	BACKORDERED EXTENDED	NET
1	61540-1 HEADLAMP KIT 9-PIN	EA	1	1	210.11	0	117.66
				Disc%: 44.00		210.11	
2	67106 ADJUSTMENT ROD ASSEMBLY	EA	1	1	29.38	0	17.63
				Disc%: 40.00		29.38	
3	8439 PLUG-IN HARNESS KIT	EA	1	1	233.00	0	130.48
	2B OR 2D OR HB2			Disc%: 44.00		233.00	
THANK YOU FOR YOUR PROMPT PAYMENT							
Sales Amount							265.77
Misc. Charges							.00
Freight							11.25
Sales Tax							.00

CASH DISCOUNTS, WHEN OFFERED ARE  
APPLICABLE TO THE AMOUNT OF  
MERCHANDISE ONLY.

1% 10 NET 30

INVOICE TOTAL

\$277.02

A LATE FEE OF 18% PER YEAR WILL BE CHARGED ON ALL PAST DUE ACCOUNTS TO THE EXTENT PERMITTED BY APPLICABLE LAW.

SELLER REPRESENTS THAT ALL GOODS COVERED BY THIS INVOICE WERE PROCESSED IN  
COMPLIANCE WITH THE REQUIREMENTS OF SECTION 12 (A) AND ALL APPLICABLE  
REQUIREMENTS OF THE FAIR LABOR STANDARDS ACT OF 1938 AS AMENDED.

ALL SALES SUBJECT TO WESTERN PRODUCTS CREDIT POLICY, WARRANTY MANUAL, AND TERMS OF SALE PREVIOUSLY PROVIDED TO CUSTOMER.

WESTERN 000000071



**WESTERN PRODUCTS**  
7777 NORTH 73RD STREET  
P.O. BOX 245038  
MILWAUKEE, WISCONSIN 53224-9538  
414-354-2310

**INVOICE**

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**OUR REMITTANCE ADDRESS IS:**

WESTERN PRODUCTS DIVISION  
DOUGLAS DYNAMICS L.L.C.  
1340 SOLUTIONS CENTER  
CHICAGO, IL 60677-1003

**Sold-to:**

B & P SUPPLY  
260 COLUMBUS AVE  
PITTSFIELD MA

01201

**Ship-to:**

B & P SUPPLY  
260 COLUMBUS AVE  
PITTSFIELD MA

01201

ORDER #	SHIP #	LOC	SHIP VIA		COL / PPD		INVOICE #	
134598-00	107634	10	YELLOW		COLLECT		00150700	
ORDER DATE	SHIP DATE		CUST #	PURCHASE ORDER #		JOB #	SLS	DATE
11/24/2003	1/23/2004		W04100	PO-1546#			16	1/23/2004

LINE SEQ #	ITEM NUMBER DESCRIPTION	UOM	QTY'S:	ORDERED	SHIPPED	BACKORDERED	NET
				PRICES:	PER UNIT	EXTENDED	
19	63472 BLADE ASSY - 7'-2"LSX	EA	1		1 598.99	0 598.99	335.43
				Disc%: 44.00			
47	95424 CHUTE ASSY 14" MS CENTER BELT DRIVE	EA	1		1 398.90	0 398.90	203.44
				Disc%: 49.00			
THANK YOU FOR YOUR PROMPT PAYMENT							
Sales Amount							538.87
Misc. Charges							.00
Freight							.00
Sales Tax							.00

CASH DISCOUNTS, WHEN OFFERED ARE  
APPLICABLE TO THE AMOUNT OF  
MERCHANDISE ONLY.

1% 10 NET 30

INVOICE TOTAL

\$538.87

A LATE FEE OF 18% PER YEAR WILL BE CHARGED ON ALL PAST DUE ACCOUNTS TO THE EXTENT PERMITTED BY APPLICABLE LAW.

SELLER REPRESENTS THAT ALL GOODS COVERED BY THIS INVOICE WERE PROCESSED IN  
COMPLIANCE WITH THE REQUIREMENTS OF SECTION 12 (A) AND ALL APPLICABLE  
REQUIREMENTS OF THE FAIR LABOR STANDARDS ACT OF 1938 AS AMENDED.

ALL SALES SUBJECT TO WESTERN PRODUCTS CREDIT POLICY, WARRANTY MANUAL, AND TERMS OF SALE PREVIOUSLY PROVIDED TO CUSTOMER.

WESTERN 000000072



## WESTERN PRODUCTS

## INVOICE

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7777 NORTH 73RD STREET

P.O. BOX 245038  
MILWAUKEE, WISCONSIN 53224-9538  
414-354-2310

## OUR REMITTANCE ADDRESS IS:

WESTERN PRODUCTS DIVISION  
DOUGLAS DYNAMICS L.L.C.  
1340 SOLUTIONS CENTER  
CHICAGO, IL 60677-1003

## Sold-to:

B & P SUPPLY  
260 COLUMBUS AVE  
PITTSFIELD MA

## Ship-to:

B & P SUPPLY  
260 COLUMBUS AVE  
PITTSFIELD MA

01201

01201

ORDER #	SHIP #	LOC.	SHIP VIA		COL / PPD	INVOICE #	
137715-00	107634	10	YELLOW		COLLECT	00150713	
ORDER DATE	SHIP DATE	CUST #	PURCHASE ORDER #		JOB #	SL\$	DATE
11/24/2003	1/23/2004	W04100	PO-1576#			16	1/23/2004

LINE SEQ #	ITEM NUMBER DESCRIPTION	UOM	QTY'S:	ORDERED	SHIPPED	BACKORDERED	NET
				PRICES:	PER UNIT	EXTENDED	
38	62370 TOYOTA MOUNT ASSY U #2365 TACOMA PICK-UP 4X4 95 & LATER Disc%: 44.00	EA	2		0 445.20	2 .00	.00
39	62530 RUBBER DEFLECTOR KIT 8.0' ORDER IN MULT OF 3 ONLY Disc%: 44.00	EA	3		3 130.65	0 391.95	219.48
THANK YOU FOR YOUR PROMPT PAYMENT							
Sales Amount							219.48
Misc. Charges							.00
Freight							.00
Sales Tax							.00

CASH DISCOUNTS, WHEN OFFERED ARE  
APPLICABLE TO THE AMOUNT OF  
MERCHANDISE ONLY.

1% 10 NET 30

INVOICE TOTAL

\$219.48

A LATE FEE OF 18% PER YEAR WILL BE CHARGED ON ALL PAST DUE ACCOUNTS TO THE EXTENT PERMITTED BY APPLICABLE LAW.

SELLER REPRESENTS THAT ALL GOODS COVERED BY THIS INVOICE WERE PROCESSED IN  
COMPLIANCE WITH THE REQUIREMENTS OF SECTION 12 (A) AND ALL APPLICABLE  
REQUIREMENTS OF THE FAIR LABOR STANDARDS ACT OF 1938 AS AMENDED.

ALL SALES SUBJECT TO WESTERN PRODUCTS CREDIT POLICY, WARRANTY MANUAL, AND TERMS OF SALE PREVIOUSLY PROVIDED TO CUSTOMER.

WESTERN 000000073

7777 NORTH 73RD STREET

P.O. BOX 245038  
MILWAUKEE, WISCONSIN 53224-9538  
414-354-2310

**OUR REMITTANCE ADDRESS IS:**

WESTERN PRODUCTS DIVISION  
DOUGLAS DYNAMICS L.L.C.  
1340 SOLUTIONS CENTER  
CHICAGO, IL 60677-1003

Sold-to:

B & P SUPPLY  
260 COLUMBUS AVE  
PITTSFIELD MA

01201

Ship-to:

B & P SUPPLY  
260 COLUMBUS AVE  
PITTSFIELD MA

01201

ORDER #	SHIP #	LOC.	SHIP VIA		COL / PFD		INVOICE #	
144264-00		10	YELLOW		PREPAID		00150925	
ORDER DATE	SHIP DATE		CUST #	PURCHASE ORDER #		JOB #	SL\$	DATE
1/23/2004	1/23/2004		W04100	FOUR STAR REBATE 2003			16	1/23/2004

[illegible]

CASH DISCOUNTS, WHEN OFFERED ARE 1% 10 NET 30  
APPLICABLE TO THE AMOUNT OF  
MERCHANDISE ONLY.

INVOICE TOTAL

\$1,732.06

A LATE FEE OF 18% PER YEAR WILL BE CHARGED ON ALL PAST DUE ACCOUNTS TO THE EXTENT PERMITTED BY APPLICABLE LAW.

SELLER REPRESENTS THAT ALL GOODS COVERED BY THIS INVOICE WERE PROCESSED IN COMPLIANCE WITH THE REQUIREMENTS OF SECTION 12 (A) AND ALL APPLICABLE REQUIREMENTS OF THE FAIR LABOR STANDARDS ACT OF 1938 AS AMENDED.

ALL SALES SUBJECT TO WESTERN PRODUCTS CREDIT POLICY, WARRANTY MANUAL, AND TERMS OF SALE PREVIOUSLY PROVIDED TO CUSTOMER.

WESTERN 000000074



## WESTERN PRODUCTS

## INVOICE

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7777 NORTH 73RD STREET  
P.O. BOX 245038  
MILWAUKEE, WISCONSIN 53224-9538  
414-354-2310

## OUR REMITTANCE ADDRESS IS:

WESTERN PRODUCTS DIVISION  
DOUGLAS DYNAMICS L.L.C.  
1340 SOLUTIONS CENTER  
CHICAGO, IL 60677-1003

## Sold-to:

B & P SUPPLY  
260 COLUMBUS AVE  
PITTSFIELD MA

01201

## Ship-to:

B & P SUPPLY  
260 COLUMBUS AVE  
PITTSFIELD MA

01201

ORDER #	SHIP #	LOC.	SHIP VIA	COL / PPD	INVOICE #
144709-00		10	DO NOT SHIP	PREPAID	00151441
ORDER DATE	SHIP DATE	CUST #	PURCHASE ORDER #	JOB #	SLS
1/27/2004	1/27/2004	W04100	1576 -		16
DATE	1/27/2004				

LINE SEQ #	ITEM NUMBER DESCRIPTION	UOM	QTY'S:	ORDERED PRICES:	SHIPPED PER UNIT	BACKORDERED EXTENDED	NET
1	CUSTOMER WAS SHIPPED A 95425 WHEN ORDERED A 65125 ON PO 1576 - CUSTOMER WILL KEEP INCORRECT CHUTE THIS IS TO INVOICE FOR PART SHIPPED						
	95425	EA	1		1	0	
	CHUTE ASSY 14" STS				526.24	526.24	268.38
	CENTER BELT DRIVE						
	Disc%:		49.00				
	THANK YOU FOR YOUR PROMPT PAYMENT						
					Sales Amount	268.38	
					Misc. Charges	.00	
					Freight	.00	
					Sales Tax	.00	

CASH DISCOUNTS, WHEN OFFERED ARE  
APPLICABLE TO THE AMOUNT OF  
MERCHANDISE ONLY.

NET

INVOICE TOTAL

\$268.38

A LATE FEE OF 18% PER YEAR WILL BE CHARGED ON ALL PAST DUE ACCOUNTS TO THE EXTENT PERMITTED BY APPLICABLE LAW.

SELLER REPRESENTS THAT ALL GOODS COVERED BY THIS INVOICE WERE PROCESSED IN  
COMPLIANCE WITH THE REQUIREMENTS OF SECTION 12 (A) AND ALL APPLICABLE  
REQUIREMENTS OF THE FAIR LABOR STANDARDS ACT OF 1938 AS AMENDED.

ALL SALES SUBJECT TO WESTERN PRODUCTS CREDIT POLICY, WARRANTY MANUAL, AND TERMS OF SALE PREVIOUSLY PROVIDED TO CUSTOMER.

WESTERN 000000075





Page: 000001

**OUR REMITTANCE ADDRESS IS:**

WESTERN PRODUCTS DIVISION  
DOUGLAS DYNAMICS L.L.C.  
1340 SOLUTIONS CENTER  
CHICAGO, IL 60677-1003

Ship-to:

01201

B & P SUPPLY  
260 COLUMBUS AVE  
PITTSFIELD MA

01201

LINE SEQ #	ITEM NUMBER	UOM	QTY'S:	ORDERED	SHIPPED	BACKORDERED
	DESCRIPTION		PRICES:	PER UNIT	EXTENDED	NET
1	XPF EA		1-	1-	0	
	FOUR STAR SELECT CREDIT			1,732.06	1,732.06-	1,732.06-
	FOUR STAR SELECT REBATE					
	THIS CREDIT REPRESENTS A 2% REBATE ON ALL 2003 TAILGATE AND HOPPER SPREADER WHOLEGOODS PURCHASES AND ALL 2003 PARTS AND TRUE ACCESSORIES PURCHASES AS OUTLINED IN THE FOUR STAR SELECT PROGRAM FROM 2003 PRESEASON					
	THANK YOU FOR YOUR PARTICIPATION!					
				Sales Amount		1,732.06-
				Misc. Charges		.00
				Freight		.00
				Sales Tax		.00
	THANK YOU FOR YOUR PROMPT PAYMENT					

CASH DISCOUNTS, WHEN OFFERED ARE  
APPLICABLE TO THE AMOUNT OF NET  
MERCHANDISE ONLY.

INVOICE TOTAL

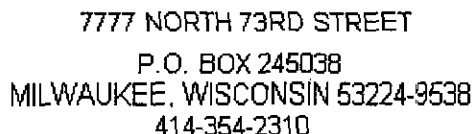
\$1,732.06-

**A LATE FEE OF 18% PER YEAR WILL BE CHARGED ON ALL PAST DUE ACCOUNTS TO THE EXTENT PERMITTED BY APPLICABLE LAW.**

SELLER REPRESENTS THAT ALL GOODS COVERED BY THIS INVOICE WERE PROCESSED IN COMPLIANCE WITH THE REQUIREMENTS OF SECTION 12 (A) AND ALL APPLICABLE REQUIREMENTS OF THE FAIR LABOR STANDARDS ACT OF 1938 AS AMENDED.

ALL SALES SUBJECT TO WESTERN PRODUCTS CREDIT POLICY, WARRANTY MANUAL, AND TERMS OF SALE PREVIOUSLY PROVIDED TO CUSTOMER.

WESTERN 000000076



**OUR REMITTANCE ADDRESS IS:**

WESTERN PRODUCTS DIVISION  
DOUGLAS DYNAMICS L.L.C.  
1340 SOLUTIONS CENTER  
CHICAGO, IL 60677-1003

B & P SUPPLY  
260 COLUMBUS AVE  
PITTSFIELD MA

01201

B & P SUPPLY  
260 COLUMBUS AVE  
PITTSFIELD MA

01201

ORDER #	SHIP #	LOC	SHIP VIA		COL / PPD	INVOICE #
144970-00		10	DO NOT SHIP		PREPAID	00151568
ORDER DATE	SHIP DATE	CUST #	PURCHASE ORDER #		JOB #	SLS
1/27/2004	1/27/2004	W04100	REBATE CREDIT 01/23/04			16
						1/27/2004

LINE SEQ #	ITEM NUMBER	UOM	QTY'S:	ORDERED	SHIPPED	BACKORDERED	
	DESCRIPTION		PRICES:		PER UNIT	EXTENDED	NET
1	XPF	EA	1-		1-	0	
	FOUR STAR SELECT CREDIT				1,732.06	1,732.06-	1,732.06-
	CUSTOMER PLEASE NOTE THIS CREDIT IS FOR ORDER #144264 WHICH WAS ENTERED IN ORIGINALLY AS A BILLING INSTEAD OF YOUR 4 →						Invt # 150925
	STAR REBATE CREDIT. NEW REBATE CREDIT TO FOLLOW ON ORDER #144787.						
	THANK YOU FOR YOUR PROMPT PAYMENT						
	Sales Amount						1,732.06-
	Misc. Charges						.00
	Freight						.00
	Sales Tax						.00

CASH DISCOUNTS, WHEN OFFERED ARE  
APPLICABLE TO THE AMOUNT OF  
MERCHANDISE ONLY.

INVOICE TOTAL.

\$1,732.06-

SELLER REPRESENTS THAT ALL GOODS COVERED BY THIS INVOICE WERE PROCESSED IN COMPLIANCE WITH THE REQUIREMENTS OF SECTION 12 (A) AND ALL APPLICABLE REQUIREMENTS OF THE FAIR LABOR STANDARDS ACT OF 1938 AS AMENDED.

ALL SALES SUBJECT TO WESTERN PRODUCTS CREDIT POLICY, WARRANTY MANUAL, AND TERMS OF SALE PREVIOUSLY PROVIDED TO CUSTOMER.

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P.O. BOX 245038  
MILWAUKEE, WISCONSIN 53224-9538  
414-354-2310

**OUR REMITTANCE ADDRESS IS:**

WESTERN PRODUCTS DIVISION  
DOUGLAS DYNAMICS L.L.C.  
1340 SOLUTIONS CENTER  
CHICAGO, IL 60677-1003

Sold-to:

B & P SUPPLY  
260 COLUMBUS AVE  
PITTSFIELD MA

01201

ship-to:

B & P SUPPLY  
260 COLUMBUS AVE  
PITTSFIELD MA

01201

ORDER #	SHIP #	LOC	SHIP VIA		COL / PPD	INVOICE #	
145182-00		10	DO NOT SHIP		PREPAID	00151680	
ORDER DATE	SHIP DATE	CUST #	PURCHASE ORDER #		JOB #	SLS	DATE
1/27/2004	1/27/2004	WD4100	RMA 11936			16	1/27/2004

LINE SEQ #	ITEM NUMBER	UOM	QTY'S:	ORDERED	SHIPPED	BACKORDERED
	DESCRIPTION		PRICES:	PER UNIT	EXTENDED	NET
	CREDIT MEMO					
	RMA 11936					
1	XLW EA	1-	1-	0		
	WARRANTY LABOR CREDIT			302.50	302.50-	302.50-
	CR 5.5HRS @ \$55/HR TO DO MISC LABOR					
	Sales Amount					302.50-
	Misc. Charges					.00
	Freight					.00
	Sales Tax					.00
	THANK YOU FOR YOUR PROMPT PAYMENT					

CASH DISCOUNTS, WHEN OFFERED ARE  
APPLICABLE TO THE AMOUNT OF  
MERCHANDISE ONLY. NET

INVOICE TOTAL

\$302.50-

A LATE FEE OF 18% PER YEAR WILL BE CHARGED ON ALL PAST DUE ACCOUNTS TO THE EXTENT PERMITTED BY APPLICABLE LAW.

SELLER REPRESENTS THAT ALL GOODS COVERED BY THIS INVOICE WERE PROCESSED IN COMPLIANCE WITH THE REQUIREMENTS OF SECTION 12 (A) AND ALL APPLICABLE REQUIREMENTS OF THE FAIR LABOR STANDARDS ACT OF 1938 AS AMENDED.

ALL SALES SUBJECT TO WESTERN PRODUCTS CREDIT POLICY, WARRANTY MANUAL, AND TERMS OF SALE PREVIOUSLY PROVIDED TO CUSTOMER.

WESTERN 000000078

5/2005 Pa  
INVOICES

7777 NORTH 73RD STREET

**OUR REMITTANCE ADDRESS IS:**

WESTERN PRODUCTS DIVISION  
DOUGLAS DYNAMICS L.L.C.  
1340 SOLUTIONS CENTER  
CHICAGO, IL 60677-1003

Ship-to:

01201

01201

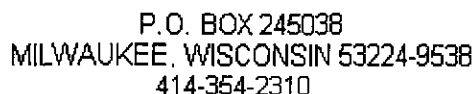
LINE SEQ #	ITEM NUMBER DESCRIPTION	UOM	QTY'S: ORDERED	SHIPPED PER UNIT	BACKORDERED EXTENDED	NET
1	CREDIT MEMO RMA 39311 49311 EA 2- ONE QT. HIGH PERFORMANCE FLUID 12 QUARTS PER CASE WARRANTY CREDIT		2-	2- 4.08	0 8.16-	8.16-
				Sales Amount	8.16-	
				Misc. Charges	.00	
				Freight	.00	
				Sales Tax	.00	
	THANK YOU FOR YOUR PROMPT PAYMENT					

INVOICE TOTAL

\$8.16-

SELLER REPRESENTS THAT ALL GOODS COVERED BY THIS INVOICE WERE PROCESSED IN COMPLIANCE WITH THE REQUIREMENTS OF SECTION 12 (A) AND ALL APPLICABLE REQUIREMENTS OF THE FAIR LABOR STANDARDS ACT OF 1938 AS AMENDED.

WESTERN 000000079



**OUR REMITTANCE ADDRESS IS:**

WESTERN PRODUCTS DIVISION  
DOUGLAS DYNAMICS L.L.C.  
1340 SOLUTIONS CENTER  
CHICAGO, IL 60677-1003

B & P SUPPLY  
260 COLUMBUS AVE  
PITTSFIELD MA

01201

B & P SUPPLY  
260 COLUMBUS AVE  
PITTSFIELD MA

01201

LINE SEQ #	ITEM NUMBER DESCRIPTION	UOM	QTY'S:	ORDERED	SHIPPED	BACKORDERED	
			PRICES:		PER UNIT	EXTENDED	NET
1	CREDIT MEMO XMP EA 1- 1- 0 MUNI DISCOUNT PLOWS 276.42 276.42- MUNICIPAL CREDIT ON 1 PLOW SOLD TO T/O WILLIAMSBURG SI-5975						276.42-
					Sales Amount		276.42-
					Misc. Charges		.00
					Freight		.00
					Sales Tax		.00
	THANK YOU FOR YOUR PROMPT PAYMENT						

CASH DISCOUNTS, WHEN OFFERED ARE <sup>NET</sup> APPLICABLE TO THE AMOUNT OF MERCHANDISE ONLY.

INVOICE TOTAL

\$276.42-

A LATE FEE OF 18% PER YEAR WILL BE CHARGED ON ALL PAST DUE ACCOUNTS TO THE EXTENT PERMITTED BY APPLICABLE LAW.

SELLER REPRESENTS THAT ALL GOODS COVERED BY THIS INVOICE WERE PROCESSED IN COMPLIANCE WITH THE REQUIREMENTS OF SECTION 12 (A) AND ALL APPLICABLE REQUIREMENTS OF THE FAIR LABOR STANDARDS ACT OF 1938 AS AMENDED.

ALL SALES SUBJECT TO WESTERN PRODUCTS CREDIT POLICY, WARRANTY MANUAL, AND TERMS OF SALE PREVIOUSLY PROVIDED TO CUSTOMER.

WESTERN 000000080



**WESTERN PRODUCTS**  
7777 NORTH 73RD STREET  
P.O. BOX 245038  
MILWAUKEE, WISCONSIN 53224-9538  
414-354-2310

**INVOICE**

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**OUR REMITTANCE ADDRESS IS:**

WESTERN PRODUCTS DIVISION  
DOUGLAS DYNAMICS L.L.C.  
1340 SOLUTIONS CENTER  
CHICAGO, IL 60677-1003

**Sold-to:**

B & P SUPPLY  
260 COLUMBUS AVE  
PITTSFIELD MA 01201

**Ship-to:**

B & P SUPPLY  
260 COLUMBUS AVE  
PITTSFIELD MA 01201

ORDER #	SHIP #	LOC.	SHIP VIA	COL / PPD	INVOICE #
144715-00	108247	10	UPS	PREPAID	00151922
ORDER DATE	SHIP DATE	CUST #	PURCHASE ORDER #	JOB #	SLS
1/27/2004	1/28/2004	W04100	PO-1662#		16
					DATE
					1/28/2004

LINE SEQ #	ITEM NUMBER DESCRIPTION	UOM	QTY'S:	ORDERED PRICES:	SHIPPED PER UNIT	BACKORDERED EXTENDED	NET
1	64100 HEADLAMP KIT 11-PIN	EA	6		6 170.00	0 1,020.00	571.20
				Disc%: 44.00			
2	27780 PLUG-IN HARNESS KIT	EA	3		3 233.00	0 699.00	391.44
	HB-3 & HB-4-B, LIGHT GREEN LABEL			Disc%: 44.00			
THANK YOU FOR YOUR PROMPT PAYMENT							
Sales Amount							962.64
Misc. Charges							.00
Freight							37.08
Sales Tax							.00

CASH DISCOUNTS, WHEN OFFERED ARE 1% 10 NET 30  
APPLICABLE TO THE AMOUNT OF  
MERCHANDISE ONLY.

INVOICE TOTAL

\$999.72

A LATE FEE OF 18% PER YEAR WILL BE CHARGED ON ALL PAST DUE ACCOUNTS TO THE EXTENT PERMITTED BY APPLICABLE LAW.

SELLER REPRESENTS THAT ALL GOODS COVERED BY THIS INVOICE WERE PROCESSED IN  
COMPLIANCE WITH THE REQUIREMENTS OF SECTION 12 (A) AND ALL APPLICABLE  
REQUIREMENTS OF THE FAIR LABOR STANDARDS ACT OF 1938 AS AMENDED.

ALL SALES SUBJECT TO WESTERN PRODUCTS CREDIT POLICY, WARRANTY MANUAL, AND TERMS OF SALE PREVIOUSLY PROVIDED TO CUSTOMER.

WESTERN 000000081



**WESTERN PRODUCTS**  
 7777 NORTH 73RD STREET  
 P.O. BOX 245038  
 MILWAUKEE, WISCONSIN 53224-9538  
 414-354-2310

**INVOICE** Page 18 of 60  
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**OUR REMITTANCE ADDRESS IS:**

WESTERN PRODUCTS DIVISION  
 DOUGLAS DYNAMICS L.L.C.  
 1340 SOLUTIONS CENTER  
 CHICAGO, IL 60677-1003

**Sold-to:**

B & P SUPPLY  
 260 COLUMBUS AVE  
 PITTSFIELD MA

01201

**Ship-to:**

B & P SUPPLY  
 260 COLUMBUS AVE  
 PITTSFIELD MA

01201

ORDER #	SHIP #	LOC.	SHIP VIA	COL / PPD	INVOICE #
144950-00	108247	10	UPS	PREPAID	00151943
ORDER DATE	SHIP DATE	CUST #	PURCHASE ORDER #	JOB #	SLS
1/27/2004	1/28/2004	WD4100	1663#		16
DATE	1/28/2004				

LINE SEQ #	ITEM NUMBER DESCRIPTION	UOM	QTY'S:	ORDERED PRICES:	SHIPPED PER UNIT	BACKORDERED EXTENDED	NET
1	21294 PLOW BATTERY CABLE	EA	3		3 30.30	0 90.90	54.54
				Disc%: 40.00			
2	8439 PLUG-IN HARNESS KIT 2B OR 2D OR HB2	EA	3		3 233.00	0 699.00	391.44
				Disc%: 44.00			
THANK YOU FOR YOUR PROMPT PAYMENT							
Sales Amount							445.98
Misc. Charges							.00
Freight							.00
Sales Tax							.00

CASH DISCOUNTS, WHEN OFFERED ARE 1% 10 NET 30  
 APPLICABLE TO THE AMOUNT OF  
 MERCHANDISE ONLY.

INVOICE TOTAL

\$445.98

A LATE FEE OF 18% PER YEAR WILL BE CHARGED ON ALL PAST DUE ACCOUNTS TO THE EXTENT PERMITTED BY APPLICABLE LAW.

SELLER REPRESENTS THAT ALL GOODS COVERED BY THIS INVOICE WERE PROCESSED IN  
 COMPLIANCE WITH THE REQUIREMENTS OF SECTION 12 (A) AND ALL APPLICABLE  
 REQUIREMENTS OF THE FAIR LABOR STANDARDS ACT OF 1938 AS AMENDED.

ALL SALES SUBJECT TO WESTERN PRODUCTS CREDIT POLICY, WARRANTY MANUAL, AND TERMS OF SALE PREVIOUSLY PROVIDED TO CUSTOMER.

WESTERN 000000082



## WESTERN PRODUCTS

## INVOICE

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7777 NORTH 73RD STREET  
P.O. BOX 245038  
MILWAUKEE, WISCONSIN 53224-9538  
414-354-2310

## OUR REMITTANCE ADDRESS IS:

WESTERN PRODUCTS DIVISION  
DOUGLAS DYNAMICS L.L.C.  
1340 SOLUTIONS CENTER  
CHICAGO, IL 60677-1003

## Sold-to:

B & P SUPPLY  
260 COLUMBUS AVE  
PITTSFIELD MA

01201

## Ship-to:

B & P SUPPLY  
260 COLUMBUS AVE  
PITTSFIELD MA

01201

ORDER #	SHIP #	LOC	SHIP MA	COL / PPD	INVOICE #
144747-00	108451	10	UPS	WP-PAY WNTY	00152035
ORDER DATE	SHIP DATE	CUST #	PURCHASE ORDER #	JOB #	SL#
1/27/2004	1/29/2004	W04100	RMA 39311		16
					DATE
					1/29/2004

LINE SEQ #	ITEM NUMBER	UOM	QTY'S:	ORDERED	SHIPPED	BACKORDERED	NET
	DESCRIPTION			PRICES:	PER UNIT	EXTENDED	
	ATTN SHIPPING: "ADD'L PARTS REQUIRED" REFERS TO LABOR ONLY						
	RMA 39311						
1	66763	EA	1		1	0	
	INLET FITTING/FILTER KIT				.00	.00	.00
	Disc%:		40.00				
	N/C, WARRANTY REPLACEMENT						
2	XLW	EA	1-		1-	0	
	WARRANTY LABOR CREDIT				33.00	33.00-	33.00-
	CR .6RHS @ \$55/HR TO R&R PICKUP TUBE, SUCTION FILTER OR						
	DIFFUSER						
	THANK YOU FOR YOUR PROMPT PAYMENT						
	Sales Amount						33.00-
	Misc. Charges						.00
	Freight						.00
	Sales Tax						.00

CASH DISCOUNTS, WHEN OFFERED ARE  
APPLICABLE TO THE AMOUNT OF  
MERCHANDISE ONLY.

1% 10 NET 30

INVOICE TOTAL

\$33.00-

A LATE FEE OF 18% PER YEAR WILL BE CHARGED ON ALL PAST DUE ACCOUNTS TO THE EXTENT PERMITTED BY APPLICABLE LAW.

SELLER REPRESENTS THAT ALL GOODS COVERED BY THIS INVOICE WERE PROCESSED IN  
COMPLIANCE WITH THE REQUIREMENTS OF SECTION 12 (A) AND ALL APPLICABLE  
REQUIREMENTS OF THE FAIR LABOR STANDARDS ACT OF 1938 AS AMENDED.

ALL SALES SUBJECT TO WESTERN PRODUCTS CREDIT POLICY, WARRANTY MANUAL, AND TERMS OF SALE PREVIOUSLY PROVIDED TO CUSTOMER.

WESTERN 000000083





WESTERN PRODUCTS

INVOICE

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7777 NORTH 73RD STREET

P.O. BOX 245038  
MILWAUKEE, WISCONSIN 53224-9538  
414-354-2310

## OUR REMITTANCE ADDRESS IS:

WESTERN PRODUCTS DIVISION  
DOUGLAS DYNAMICS L.L.C.  
1340 SOLUTIONS CENTER  
CHICAGO, IL 60677-1003

Sold-to:

B & P SUPPLY  
260 COLUMBUS AVE  
PITTSFIELD MA

01201

Ship-to:

B & P SUPPLY  
260 COLUMBUS AVE  
PITTSFIELD MA

01201

ORDER #	SHIP #	LOC.	SHIP VIA	COL / PPD	INVOICE #
145775-00	108625	10	UPS	PREPAID	00152488
ORDER DATE	SHIP DATE	CUST #	PURCHASE ORDER #	JOB #	SL\$
1/29/2004	1/30/2004	W04100	1668#		16
					1/30/2004

LINE SEQ #	ITEM NUMBER DESCRIPTION	UOM	QTY'S:	ORDERED PRICES:	SHIPPED PER UNIT	BACKORDERED EXTENDED	NET
1	49138K RELIEF VALVE KIT - 2 SETS	EA	1	1	14.08	0	8.45
	Disc%:		40.00				
2	49226K POPPET CHECK VALVE KIT	EA	1	1	18.20	0	10.92
	Disc%:		40.00				
3	49229K CARTRIDGE 40 W/JAM NUT	EA	2	2	63.08	0	75.70
	Disc%:		40.00			126.16	
4	56185K SUCTION FILTER KIT	EA	4	4	4.82	0	11.56
	Disc%:		40.00			19.28	
5	56507 BYPASS CHECK VALVE ASSEMBLY	EA	1	1	4.12	0	2.47
	Disc%:		40.00			4.12	
6	59700 BLADE GUIDE & FLAG ASSY 24"	EA	2	2	31.20	0	34.94
	Disc%:		44.00			62.40	
7	90493K 5/8-11X6 EYEBOLT W/ NUTS	EA	8	8	2.86	0	13.76
	Disc%:		40.00			22.88	
Sales Amount							157.80
Misc. Charges							.00
Freight							10.46
Sales Tax							.00
THANK YOU FOR YOUR PROMPT PAYMENT							

CASH DISCOUNTS, WHEN OFFERED ARE  
APPLICABLE TO THE AMOUNT OF  
MERCHANDISE ONLY.

1% 10 NET 30

INVOICE TOTAL

\$168.26

A LATE FEE OF 18% PER YEAR WILL BE CHARGED ON ALL PAST DUE ACCOUNTS TO THE EXTENT PERMITTED BY APPLICABLE LAW.

SELLER REPRESENTS THAT ALL GOODS COVERED BY THIS INVOICE WERE PROCESSED IN  
COMPLIANCE WITH THE REQUIREMENTS OF SECTION 12 (A) AND ALL APPLICABLE  
REQUIREMENTS OF THE FAIR LABOR STANDARDS ACT OF 1938 AS AMENDED.

ALL SALES SUBJECT TO WESTERN PRODUCTS CREDIT POLICY, WARRANTY MANUAL, AND TERMS OF SALE PREVIOUSLY PROVIDED TO CUSTOMER.

WESTERN 000000084

15/2005 F  
INVOICE

7777 NORTH 73RD STREET  
P.O. BOX 245038  
MILWAUKEE, WISCONSIN 53224-9538  
414-354-2310

WESTERN PRODUCTS DIVISION  
DOUGLAS DYNAMICS L.L.C.  
1340 SOLUTIONS CENTER  
CHICAGO, IL 60677-1003

01201

LINE SEQ #	ITEM NUMBER DESCRIPTION	UOM	QTY'S: ORDERED	SHIPPED	BACKORDERED	
			PRICES:	PER UNIT	EXTENDED	NET
1	CREDIT MEMO					
	XLW	EA	1-	1-	0	
	WARRANTY LABOR CREDIT			110.00	110.00-	110.00-
	CR 2.0HRS @ \$55/HR TO DO MISC LABOR					
				Sales Amount		110.00-
				Misc. Charges		.00
				Freight		.00
				Sales Tax		.00
	THANK YOU FOR YOUR PROMPT PAYMENT					

\$110.00-

WESTERN 000000085



## WESTERN PRODUCTS

## INVOICE

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7777 NORTH 73RD STREET

P.O. BOX 245038  
MILWAUKEE, WISCONSIN 53224-9538  
414-354-2310

## OUR REMITTANCE ADDRESS IS:

WESTERN PRODUCTS DIVISION  
DOUGLAS DYNAMICS L.L.C.  
1340 SOLUTIONS CENTER  
CHICAGO, IL 60677-1003

## Sold-to:

B & P SUPPLY  
260 COLUMBUS AVE  
PITTSFIELD MA 01201

## Ship-to:

B & P SUPPLY  
260 COLUMBUS AVE  
PITTSFIELD MA 01201

ORDER #	SHIP #	LOC	SHIP MA		COL / PPD		INVOICE #	
147285-00	110317	10	UPS		WP-PAY WNTY		00154620	
ORDER DATE	SHIP DATE		CUST #	PURCHASE ORDER #		JOB #	SLS	DATE
2/07/2004	2/10/2004		WO4100	RMA 11931			16	2/10/2004

LINE SEQ #	ITEM NUMBER DESCRIPTION	UOM	QTY'S:	ORDERED	SHIPPED	BACKORDERED	NET
				PRICES:	PER UNIT	EXTENDED	
	ATTN SHIPPING: "ADD'L PARTS REQUIRED" REFERS TO LABOR ONLY						
	RMA 11931						
1	49089	EA	1		1	0	
	CUTTING EDGE ASSY 8' P				.00	.00	.00
		Disc%:	40.00				
	N/C, WARRANTY REPLACEMENT						
2	XLW	EA	1-		1-	0	
	WARRANTY LABOR CREDIT				27.50	27.50-	27.50-
	CR .5HRS @ \$55/HR TO R&R CUTTING EDGE ASSY						
	Sales Amount						27.50-
	Misc. Charges						.00
	Freight						.00
	Sales Tax						.00
	THANK YOU FOR YOUR PROMPT PAYMENT						

CASH DISCOUNTS, WHEN OFFERED ARE  
APPLICABLE TO THE AMOUNT OF 1% 10 NET 30  
MERCHANDISE ONLY.

INVOICE TOTAL

\$27.50-

A LATE FEE OF 18% PER YEAR WILL BE CHARGED ON ALL PAST DUE ACCOUNTS TO THE EXTENT PERMITTED BY APPLICABLE LAW.

SELLER REPRESENTS THAT ALL GOODS COVERED BY THIS INVOICE WERE PROCESSED IN  
COMPLIANCE WITH THE REQUIREMENTS OF SECTION 12 (A) AND ALL APPLICABLE  
REQUIREMENTS OF THE FAIR LABOR STANDARDS ACT OF 1938 AS AMENDED.

ALL SALES SUBJECT TO WESTERN PRODUCTS CREDIT POLICY, WARRANTY MANUAL, AND TERMS OF SALE PREVIOUSLY PROVIDED TO CUSTOMER.

WESTERN 000000086



**WESTERN PRODUCTS**  
7777 NORTH 73RD STREET  
P.O. BOX 245038  
MILWAUKEE, WISCONSIN 53224-9538  
414-354-2310

**INVOICE**

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**OUR REMITTANCE ADDRESS IS:**

WESTERN PRODUCTS DIVISION  
DOUGLAS DYNAMICS L.L.C.  
1340 SOLUTIONS CENTER  
CHICAGO, IL 60677-1003

**Sold-to:**

B & P SUPPLY  
260 COLUMBUS AVE  
PITTSFIELD MA 01201

**Ship-to:**

B & P SUPPLY  
260 COLUMBUS AVE  
PITTSFIELD MA 01201

ORDER #	SHIP #	LOC.	SHIP VIA		COL / PPD	INVOICE #
147506-00	110319	10	UPS NEXT DAY		PREPAID	00154680
ORDER DATE	SHIP DATE	CUST #	PURCHASE ORDER #		JOB #	SLS
2/10/2004	2/10/2004	W04100	1681#		16	2/10/2004

LINE SEQ #	ITEM NUMBER	UOM	QTY'S:	ORDERED	SHIPPED	BACKORDERED	NET
	DESCRIPTION			PRICES:	PER UNIT	EXTENDED	
	***** NEXT DAY AIR *****						
1	95489 PULLEY KIT	EA	2		2 9.53	0 19.06	11.44
		Disc%:	40.00				
2	95418 BELT	EA	2		2 8.76	0 17.52	10.52
		Disc%:	40.00				
THANK YOU FOR YOUR PROMPT PAYMENT							
Sales Amount							21.96
Misc. Charges							.00
Freight							28.75
Sales Tax							.00

CASH DISCOUNTS, WHEN OFFERED ARE  
APPLICABLE TO THE AMOUNT OF  
MERCHANDISE ONLY.

1% 10 NET 30

INVOICE TOTAL

\$50.71

A LATE FEE OF 18% PER YEAR WILL BE CHARGED ON ALL PAST DUE ACCOUNTS TO THE EXTENT PERMITTED BY APPLICABLE LAW.

SELLER REPRESENTS THAT ALL GOODS COVERED BY THIS INVOICE WERE PROCESSED IN  
COMPLIANCE WITH THE REQUIREMENTS OF SECTION 12 (A) AND ALL APPLICABLE  
REQUIREMENTS OF THE FAIR LABOR STANDARDS ACT OF 1938 AS AMENDED.

ALL SALES SUBJECT TO WESTERN PRODUCTS CREDIT POLICY, WARRANTY MANUAL, AND TERMS OF SALE PREVIOUSLY PROVIDED TO CUSTOMER.

WESTERN 000000087





## WESTERN PRODUCTS

## INVOICE

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7777 NORTH 73RD STREET  
P.O. BOX 245038  
MILWAUKEE, WISCONSIN 53224-9538  
414-354-2310

## OUR REMITTANCE ADDRESS IS:

WESTERN PRODUCTS DIVISION  
DOUGLAS DYNAMICS L.L.C.  
1340 SOLUTIONS CENTER  
CHICAGO, IL 60677-1003

## Sold-to:

B & P SUPPLY  
260 COLUMBUS AVE  
PITTSFIELD MA

01201

## Ship-to:

B & P SUPPLY  
260 COLUMBUS AVE  
PITTSFIELD MA

01201

ORDER #	SHIP #	LOC.	SHIP VIA	COL / PPD	INVOICE #
148284-00		10	DO NOT SHIP	PREPAID	00155679
ORDER DATE	SHIP DATE	CUST #	PURCHASE ORDER #	JOB #	SLS
2/13/2004	2/13/2004	W04100	RMA 39189		16
					DATE
					2/13/2004

LINE SEQ #	ITEM NUMBER DESCRIPTION	UOM	QTY'S:	ORDERED	SHIPPED	BACKORDERED	NET
				PRICES:	PER UNIT	EXTENDED	
1	CREDIT MEMO RMA 39189 49229K CARTRIDGE 40 W/JAM NUT Disc%: 40.00 WARRANTY CREDIT	EA	1-		1- 63.08	0 63.08-	37.85-
2	XIW WARRANTY LABOR CREDIT CR .2HRS @ \$55/HR TO R&R CARTRIDGE VALVE COIL	EA	1-		1- 11.00	0 11.00-	11.00-
3	49311 ONE QT. HIGH PERFORMANCE FLUID 12 QUARTS PER CASE WARRANTY CREDIT	EA	1-		1- 4.08	0 4.08-	4.08-
	THANK YOU FOR YOUR PROMPT PAYMENT						
					Sales Amount Misc. Charges Freight Sales Tax		52.93- .00 .00 .00

CASH DISCOUNTS, WHEN OFFERED ARE  
APPLICABLE TO THE AMOUNT OF  
MERCHANDISE ONLY.

INVOICE TOTAL

\$52.93-

A LATE FEE OF 18% PER YEAR WILL BE CHARGED ON ALL PAST DUE ACCOUNTS TO THE EXTENT PERMITTED BY APPLICABLE LAW.

SELLER REPRESENTS THAT ALL GOODS COVERED BY THIS INVOICE WERE PROCESSED IN  
COMPLIANCE WITH THE REQUIREMENTS OF SECTION 12 (A) AND ALL APPLICABLE  
REQUIREMENTS OF THE FAIR LABOR STANDARDS ACT OF 1938 AS AMENDED.

ALL SALES SUBJECT TO WESTERN PRODUCTS CREDIT POLICY, WARRANTY MANUAL, AND TERMS OF SALE PREVIOUSLY PROVIDED TO CUSTOMER.

WESTERN 000000089



WESTERN PRODUCTS

INVOICE

7777 NORTH 73RD STREET

Page: 000001

P.O. BOX 245038  
MILWAUKEE, WISCONSIN 53224-9538  
414-354-2310

## OUR REMITTANCE ADDRESS IS:

WESTERN PRODUCTS DIVISION  
DOUGLAS DYNAMICS L.L.C.  
1340 SOLUTIONS CENTER  
CHICAGO, IL 60677-1003

## Sold-to:

B & P SUPPLY  
260 COLUMBUS AVE  
PITTSFIELD MA 01201

## Ship-to:

B & P SUPPLY  
260 COLUMBUS AVE  
PITTSFIELD MA 01201

ORDER #	SHIP #	LOC	SHIP VIA		COL / PPD	INVOICE #
148419-00		10	DO NOT SHIP		PREPAID	00155934
ORDER DATE	SHIP DATE	CUST #	PURCHASE ORDER #		JOB #	SLS
2/16/2004	2/16/2004	W04100	RMA 70543			16
						2/16/2004

LINE SEQ #	ITEM NUMBER DESCRIPTION	UOM	QTY'S:	ORDERED PRICES:	SHIPPED PER UNIT	BACKORDERED EXTENDED	NET
1	CREDIT MEMO RMA 70543 49311 ONE QT. HIGH PERFORMANCE FLUID 12 QUARTS PER CASE WARRANTY CREDIT	EA	2-		2- 4.08	0 8.16-	8.16-
<p style="text-align: right;">Sales Amount                      8.16- Misc. Charges                      .00 Freight                              .00 Sales Tax                            .00</p> <p>THANK YOU FOR YOUR PROMPT PAYMENT</p>							

CASH DISCOUNTS, WHEN OFFERED ARE  
APPLICABLE TO THE AMOUNT OF  
MERCHANDISE ONLY.

INVOICE TOTAL

\$8.16-

A LATE FEE OF 18% PER YEAR WILL BE CHARGED ON ALL PAST DUE ACCOUNTS TO THE EXTENT PERMITTED BY APPLICABLE LAW.

SELLER REPRESENTS THAT ALL GOODS COVERED BY THIS INVOICE WERE PROCESSED IN  
COMPLIANCE WITH THE REQUIREMENTS OF SECTION 12 (A) AND ALL APPLICABLE  
REQUIREMENTS OF THE FAIR LABOR STANDARDS ACT OF 1938 AS AMENDED.

ALL SALES SUBJECT TO WESTERN PRODUCTS CREDIT POLICY, WARRANTY MANUAL, AND TERMS OF SALE PREVIOUSLY PROVIDED TO CUSTOMER.

WESTERN 000000090



**WESTERN PRODUCTS**  
7777 NORTH 73RD STREET  
P.O. BOX 245038  
MILWAUKEE, WISCONSIN 53224-9538  
414-354-2310

**INVOICE**

Page: 000001

**OUR REMITTANCE ADDRESS IS:**

WESTERN PRODUCTS DIVISION  
DOUGLAS DYNAMICS L.L.C.  
1340 SOLUTIONS CENTER  
CHICAGO, IL 60677-1003

**Sold-to:**

B & P SUPPLY  
260 COLUMBUS AVE  
PITTSFIELD MA

01201

**Ship-to:**

B & P SUPPLY  
260 COLUMBUS AVE  
PITTSFIELD MA

01201

ORDER #	SHIP #	LOC.	SHIP VIA	COL / PPD	INVOICE #
148194-00	111267	10	UPS	PREPAID	00156015
ORDER DATE	SHIP DATE	CUST #	PURCHASE ORDER #	JOB #	SL#
2/13/2004	2/16/2004	W04100	PO-1688#		16
					DATE
					2/16/2004

LINE SEQ #	ITEM NUMBER DESCRIPTION	UOM	QTY'S:	ORDERED PRICES:	SHIPPED PER UNIT	BACKORDERED EXTENDED	NET
1	25519K HEX NIPPLE 1/4"	EA	1		1 2.37	0 2.37	1.42
				Disc%: 40.00			
2	49064K LIFT VALVE W/2-#25730 O-RINGS	EA	1		1 6.12	0 6.12	3.67
				Disc%: 40.00			
3	55020K PRESSURE HOSE 1/4" X 38"	EA	4		4 8.32	0 33.28	19.96
				Disc%: 40.00			
4	59700 BLADE GUIDE & FLAG ASSY 24"	EA	1		1 31.20	0 31.20	17.47
				Disc%: 44.00			
5	67665 PIN, RECEIVER	EA	2		2 12.85	0 25.70	15.42
				Disc%: 40.00			
6	27149 TUBE, SPRING BAR	EA	1		1 30.90	0 30.90	18.54
				Disc%: 40.00			
THANK YOU FOR YOUR PROMPT PAYMENT							
Sales Amount							76.48
Misc. Charges							.00
Freight							9.38
Sales Tax							.00

CASH DISCOUNTS, WHEN OFFERED ARE  
APPLICABLE TO THE AMOUNT OF  
MERCHANDISE ONLY.

1% 10 NET 30

INVOICE TOTAL

\$85.86

A LATE FEE OF 18% PER YEAR WILL BE CHARGED ON ALL PAST DUE ACCOUNTS TO THE EXTENT PERMITTED BY APPLICABLE LAW.

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COMPLIANCE WITH THE REQUIREMENTS OF SECTION 12 (A) AND ALL APPLICABLE  
REQUIREMENTS OF THE FAIR LABOR STANDARDS ACT OF 1938 AS AMENDED.

ALL SALES SUBJECT TO WESTERN PRODUCTS CREDIT POLICY, WARRANTY MANUAL, AND TERMS OF SALE PREVIOUSLY PROVIDED TO CUSTOMER.

WESTERN 000000091



**WESTERN PRODUCTS****INVOICE**

Page: 000001

7777 NORTH 73RD STREET

P.O. BOX 245038  
MILWAUKEE, WISCONSIN 53224-9538  
414-354-2310

**OUR REMITTANCE ADDRESS IS:**

WESTERN PRODUCTS DIVISION  
DOUGLAS DYNAMICS L.L.C.  
1340 SOLUTIONS CENTER  
CHICAGO, IL 60677-1003

**Sold-to:**

B & P SUPPLY  
260 COLUMBUS AVE  
PITTSFIELD MA

01201

**Ship-to:**

B & P SUPPLY  
260 COLUMBUS AVE  
PITTSFIELD MA

01201

ORDER #	SHIP #	LOC.	SHIP VIA	COL / PPD	INVOICE #
148357-00	111267	10	UPS	PREPAID	00156046
ORDER DATE	SHIP DATE	CUST #	PURCHASE ORDER #	JOB #	DATE
2/13/2004	2/16/2004	WD4100	PO-1691#	16	2/16/2004

LINE SEQ #	ITEM NUMBER DESCRIPTION	UOM	QTY'S:	ORDERED	SHIPPED	BACKORDERED	NET
1	66342 RAM ASSY 1-1/2 X 10	EA	1	1	0	0	43.68
			Disc%:	40.00	72.80	72.80	
THANK YOU FOR YOUR PROMPT PAYMENT							
Sales Amount							43.68
Misc. Charges							.00
Freight							.00
Sales Tax							.00

CASH DISCOUNTS, WHEN OFFERED ARE  
APPLICABLE TO THE AMOUNT OF  
MERCHANDISE ONLY.

1% 10 NET 30

INVOICE TOTAL

\$43.68

A LATE FEE OF 18% PER YEAR WILL BE CHARGED ON ALL PAST DUE ACCOUNTS TO THE EXTENT PERMITTED BY APPLICABLE LAW.

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COMPLIANCE WITH THE REQUIREMENTS OF SECTION 12 (A) AND ALL APPLICABLE  
REQUIREMENTS OF THE FAIR LABOR STANDARDS ACT OF 1938 AS AMENDED.

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WESTERN 000000092



## WESTERN PRODUCTS

## INVOICE

7777 NORTH 73RD STREET

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P.O. BOX 245038  
MILWAUKEE, WISCONSIN 53224-9538  
414-354-2310

## OUR REMITTANCE ADDRESS IS:

WESTERN PRODUCTS DIVISION  
DOUGLAS DYNAMICS L.L.C.  
1340 SOLUTIONS CENTER  
CHICAGO, IL 60677-1003

## Sold-to:

B & P SUPPLY  
260 COLUMBUS AVE  
PITTSFIELD MA

01201

## Ship-to:

B & P SUPPLY  
260 COLUMBUS AVE  
PITTSFIELD MA

01201

ORDER #	SHIP #	LOC	SHIP VIA		COL / PPD	INVOICE #	
148418-00	111487	10	UPS		WP-PAY WNTY	00156257	
ORDER DATE	SHIP DATE	CUST #	PURCHASE ORDER #		JOB #	SLS	DATE
2/16/2004	2/17/2004	W04100	RMA 70543			16	2/17/2004

LINE SEQ #	ITEM NUMBER DESCRIPTION	UOM	QTY'S: ORDERED	SHIPPED	BACKORDERED	NET
			PRICES:	PER UNIT	EXTENDED	
	ATTN SHIPPING: "ADD'L PARTS REQUIRED" REFERS TO LABOR ONLY					
	RMA 70543					
1	64148	EA	1	1	0	
	RAM ASSEMBLY 1-1/2 X 12 KIT			.00	.00	.00
	Disc%:		40.00			
	N/C, WARRANTY REPLACEMENT					
2	XLW	EA	1-	1-	0	
	WARRANTY LABOR CREDIT			27.50	27.50-	27.50-
	CR .5HRS @ \$55/HR TO R&R LIFT/ANGLE CYLINDER ASSY					
THANK YOU FOR YOUR PROMPT PAYMENT						
Sales Amount						27.50-
Misc. Charges						.00
Freight						.00
Sales Tax						.00

CASH DISCOUNTS, WHEN OFFERED ARE  
APPLICABLE TO THE AMOUNT OF  
MERCHANDISE ONLY.

1% 10 NET 30

INVOICE TOTAL

\$27.50-

A LATE FEE OF 18% PER YEAR WILL BE CHARGED ON ALL PAST DUE ACCOUNTS TO THE EXTENT PERMITTED BY APPLICABLE LAW.

SELLER REPRESENTS THAT ALL GOODS COVERED BY THIS INVOICE WERE PROCESSED IN  
COMPLIANCE WITH THE REQUIREMENTS OF SECTION 12 (A) AND ALL APPLICABLE  
REQUIREMENTS OF THE FAIR LABOR STANDARDS ACT OF 1938 AS AMENDED.

ALL SALES SUBJECT TO WESTERN PRODUCTS CREDIT POLICY, WARRANTY MANUAL, AND TERMS OF SALE PREVIOUSLY PROVIDED TO CUSTOMER.

WESTERN 000000093



**WESTERN PRODUCTS**  
7777 NORTH 73RD STREET  
P.O. BOX 245038  
MILWAUKEE, WISCONSIN 53224-9538  
414-354-2310

WESTERN PRODUCTS DIVISION  
DOUGLAS DYNAMICS L.L.C.  
1340 SOLUTIONS CENTER  
CHICAGO, IL 60677-1003

B & P SUPPLY  
260 COLUMBUS AVE  
PITTSFIELD MA

B & P SUPPLY  
260 COLUMBUS AVE  
PITTSFIELD MA

ORDER #	SHIP #	LOC.	SHIP VIA		COL / PPD	INVOICE #	
148420-00	111493	10	UPS		WP-PAY WNTY	00156258	
ORDER DATE	SHIP DATE	CUST #	PURCHASE ORDER #		JOB #	SL\$	DATE
2/16/2004	2/17/2004	W04100	RM A70541			16	2/17/2004

CASH DISCOUNTS, WHEN OFFERED ARE APPLICABLE TO THE AMOUNT OF MERCHANDISE ONLY.	1% 10 NET 30	INVOICE TOTAL	\$11.00-
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SELLER REPRESENTS THAT ALL GOODS COVERED BY THIS INVOICE WERE PROCESSED IN COMPLIANCE WITH THE REQUIREMENTS OF SECTION 12 (A) AND ALL APPLICABLE REQUIREMENTS OF THE FAIR LABOR STANDARDS ACT OF 1938 AS AMENDED.

WESTERN 000000094

## 5/2005 INVOICE

7777 NORTH 73RD STREET  
P.O. BOX 245038  
MILWAUKEE, WISCONSIN 53224-9538  
414-354-2310

WESTERN PRODUCTS DIVISION  
DOUGLAS DYNAMICS L.L.C.  
1340 SOLUTIONS CENTER  
CHICAGO, IL 60677-1003

01201

LINE SEQ #	ITEM NUMBER DESCRIPTION	UOM	QTY'S:	ORDERED	SHIPPED	BACKORDERED	
			PRICES:		PER UNIT	EXTENDED	NET
	ATTN SHIPPING: "ADD'L PARTS REQUIRED" REFERS TO LABOR ONLY						
	RMA 75570						
1	49297	EA		1	1	0	
	REPLACEMENT SEALED BEAM (ZE1)				.00	.00	.00
	TYPE ZE1 PER SAE J1383 GLASS						
	Disc%:			40.00			
	N/C, WARRANTY REPLACEMENT						
2	XLW	EA		1-	1-	0	
	WARRANTY LABOR CREDIT				11.00	11.00-	11.00-
	CR .2HRS @ \$55/HR TO R&R SEALED BEAM BULB						
	Sales Amount						11.00-
	Misc. Charges						.00
	Freight						.00
	Sales Tax						.00
	THANK YOU FOR YOUR PROMPT PAYMENT						

\$11.00-

WESTERN 000000095



## WESTERN PRODUCTS

## INVOICE

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7777 NORTH 73RD STREET

P.O. BOX 245038  
MILWAUKEE, WISCONSIN 53224-9538  
414-354-2310

## OUR REMITTANCE ADDRESS IS:

WESTERN PRODUCTS DIVISION  
DOUGLAS DYNAMICS L.L.C.  
1340 SOLUTIONS CENTER  
CHICAGO, IL 60677-1003

## Sold-to:

B & P SUPPLY  
260 COLUMBUS AVE  
PITTSFIELD MA

01201

## Ship-to:

B & P SUPPLY  
260 COLUMBUS AVE  
PITTSFIELD MA

01201

ORDER #	SHIP #	LOC.	SHIP VIA	COL/PPD	INVOICE #
148672-00		10	DO NOT SHIP	PREPAID	00156362
ORDER DATE	SHIP DATE	CUST #	PURCHASE ORDER #	JOB #	SLS
2/17/2004	2/17/2004	W04100	RMA 75363		16
					DATE
					2/17/2004

LINE SEQ #	ITEM NUMBER DESCRIPTION	UOM	QTY'S:	ORDERED	SHIPPED	BACKORDERED	NET
				PRICES:	PER UNIT	EXTENDED	
1	CREDIT MEMO RMA 75363 66888 A-FRAME UT STD SERVICE KIT	EA	1-	1-	0		
					269.60	269.60-	161.76-
	Disc%:		40.00				
	Part number 68888			has been replaced by 94641			
2	CREDIT, SHIPPING ERROR 66887 QUADRANT UT STD SERVICE KIT	EA	1-	1-	0		
					198.30	198.30-	118.98-
	Disc%:		40.00				
	CREDIT, SHIPPING ERROR						
	THANK YOU FOR YOUR PROMPT PAYMENT						
					Sales Amount	280.74-	
					Misc. Charges	.00	
					Freight	.00	
					Sales Tax	.00	

CASH DISCOUNTS, WHEN OFFERED ARE  
APPLICABLE TO THE AMOUNT OF  
MERCHANDISE ONLY.

NET

INVOICE TOTAL

\$280.74-

A LATE FEE OF 18% PER YEAR WILL BE CHARGED ON ALL PAST DUE ACCOUNTS TO THE EXTENT PERMITTED BY APPLICABLE LAW.

SELLER REPRESENTS THAT ALL GOODS COVERED BY THIS INVOICE WERE PROCESSED IN  
COMPLIANCE WITH THE REQUIREMENTS OF SECTION 12 (A) AND ALL APPLICABLE  
REQUIREMENTS OF THE FAIR LABOR STANDARDS ACT OF 1938 AS AMENDED.

ALL SALES SUBJECT TO WESTERN PRODUCTS CREDIT POLICY, WARRANTY MANUAL, AND TERMS OF SALE PREVIOUSLY PROVIDED TO CUSTOMER.

WESTERN 000000096

WESTERN PRODUCTS DIVISION  
DOUGLAS DYNAMICS L.L.C.  
1340 SOLUTIONS CENTER  
CHICAGO IL 60677-1003

01201

01201

ORDER #	SHIP #	LOC.	SHIP VIA		COL / PPD		INVOICE #	
148673-00		10	DO NOT SHIP		PREPAID		00156363	
ORDER DATE	SHIP DATE		CUST #	PURCHASE ORDER #		JOB #	SLS	DATE
2/17/2004	2/17/2004		W04100	RMA 70542			16	2/17/2004

[illegible]

CASH DISCOUNTS, WHEN OFFERED ARE  
APPLICABLE TO THE AMOUNT OF  
MERCHANDISE ONLY.

INVOICE TOTAL

\$100.26-

A LATE FEE OF 18% PER YEAR WILL BE CHARGED ON ALL PAST DUE ACCOUNTS TO THE EXTENT PERMITTED BY APPLICABLE LAW.

SELLER REPRESENTS THAT ALL GOODS COVERED BY THIS INVOICE WERE PROCESSED IN COMPLIANCE WITH THE REQUIREMENTS OF SECTION 12 (A) AND ALL APPLICABLE REQUIREMENTS OF THE FAIR LABOR STANDARDS ACT OF 1938 AS AMENDED.

ALL SALES SUBJECT TO WESTERN PRODUCTS CREDIT POLICY, WARRANTY MANUAL, AND TERMS OF SALE PREVIOUSLY PROVIDED TO CUSTOMER.

WESTERN 000000097



**WESTERN PRODUCTS**  
7777 NORTH 73RD STREET  
P.O. BOX 245038  
MILWAUKEE, WISCONSIN 53224-9538  
414-354-2310

**INVOICE**

Page: 000001

**OUR REMITTANCE ADDRESS IS:**

WESTERN PRODUCTS DIVISION  
DOUGLAS DYNAMICS L.L.C.  
1340 SOLUTIONS CENTER  
CHICAGO, IL 60677-1003

**Sold-to:**

B & P SUPPLY  
260 COLUMBUS AVE  
PITTSFIELD MA

01201

**Ship-to:**

B & P SUPPLY  
260 COLUMBUS AVE  
PITTSFIELD MA

01201

ORDER #	SHIP #	LOC	SHIP VIA		COL / PPD	INVOICE #	
149101-00		10	DO NOT SHIP		PREPAID	00156920	
ORDER DATE	SHIP DATE	CUST #	PURCHASE ORDER #		JOB #	SLS	DATE
2/19/2004	2/19/2004	W04100	RMA 75568 2 OF 2			16	2/19/2004

LINE SEQ #	ITEM NUMBER	UOM	QTY'S:	ORDERED	SHIPPED	BACKORDERED	NET
	DESCRIPTION			PRICES:	PER UNIT	EXTENDED	
1	CREDIT MEMO RMA 75568 49311 EA 1- ONE QT. HIGH PERFORMANCE FLUID 4.08 12 QUARTS PER CASE WARRANTY CREDIT				1- 4.08	0 4.08-	4.08-
THANK YOU FOR YOUR PROMPT PAYMENT							
Sales Amount							4.08-
Misc. Charges							.00
Freight							.00
Sales Tax							.00

CASH DISCOUNTS, WHEN OFFERED ARE  
APPLICABLE TO THE AMOUNT OF  
MERCHANDISE ONLY.

INVOICE TOTAL

\$4.08-

A LATE FEE OF 18% PER YEAR WILL BE CHARGED ON ALL PAST DUE ACCOUNTS TO THE EXTENT PERMITTED BY APPLICABLE LAW.

SELLER REPRESENTS THAT ALL GOODS COVERED BY THIS INVOICE WERE PROCESSED IN  
COMPLIANCE WITH THE REQUIREMENTS OF SECTION 12 (A) AND ALL APPLICABLE  
REQUIREMENTS OF THE FAIR LABOR STANDARDS ACT OF 1938 AS AMENDED.

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WESTERN 000000098



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7777 NORTH 73RD STREET

P.O. BOX 245038  
MILWAUKEE, WISCONSIN 53224-9538  
414-354-2310

INVOICE

Page: 000001

## OUR REMITTANCE ADDRESS IS:

WESTERN PRODUCTS DIVISION  
DOUGLAS DYNAMICS L.L.C.  
1340 SOLUTIONS CENTER  
CHICAGO, IL 60677-1003

## Sold-to:

B & P SUPPLY  
260 COLUMBUS AVE  
PITTSFIELD MA

01201

## Ship-to:

B & P SUPPLY  
260 COLUMBUS AVE  
PITTSFIELD MA

01201

ORDER #	SHIP #	LOC.	SHIP VIA		COL / PPD	INVOICE #	
149102-00		10	DO NOT SHIP		PREPAID	00156921	
ORDER DATE	SHIP DATE	CUST #	PURCHASE ORDER #		JOB #	SLS	DATE
2/19/2004	2/19/2004	W04100	RMA 75571			16	2/19/2004

LINE SEQ #	ITEM NUMBER	UOM	QTY'S:	ORDERED	SHIPPED	BACKORDERED	NET
	DESCRIPTION			PRICES:	PER UNIT	EXTENDED	
1	CREDIT MEMO RMA 75571 49311 EA 1- ONE QT. HIGH PERFORMANCE FLUID 12 QUARTS PER CASE WARRANTY CREDIT				1- 4.08	0 4.08-	4.08-
THANK YOU FOR YOUR PROMPT PAYMENT							
Sales Amount							4.08-
Misc. Charges							.00
Freight							.00
Sales Tax							.00

CASH DISCOUNTS, WHEN OFFERED ARE  
APPLICABLE TO THE AMOUNT OF  
MERCHANDISE ONLY.

NET

INVOICE TOTAL

\$4.08-

A LATE FEE OF 18% PER YEAR WILL BE CHARGED ON ALL PAST DUE ACCOUNTS TO THE EXTENT PERMITTED BY APPLICABLE LAW.

SELLER REPRESENTS THAT ALL GOODS COVERED BY THIS INVOICE WERE PROCESSED IN  
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REQUIREMENTS OF THE FAIR LABOR STANDARDS ACT OF 1938 AS AMENDED.

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WESTERN 000000099





**WESTERN PRODUCTS**  
7777 NORTH 73RD STREET  
P.O. BOX 245038  
MILWAUKEE, WISCONSIN 53224-9538  
414-354-2310

**INVOICE**

Page: 000001

**OUR REMITTANCE ADDRESS IS:**

WESTERN PRODUCTS DIVISION  
DOUGLAS DYNAMICS L.L.C.  
1340 SOLUTIONS CENTER  
CHICAGO, IL 60677-1003

**Sold-to:**

B & P SUPPLY  
260 COLUMBUS AVE  
PITTSFIELD MA 01201

**Ship-to:**

B & P SUPPLY  
260 COLUMBUS AVE  
PITTSFIELD MA 01201

ORDER #	SHIP #	LOC.	SHIP VIA	COL / PPD	INVOICE #
149103-00		10	DO NOT SHIP	PREPAID	00156922
ORDER DATE	SHIP DATE	CUST #	PURCHASE ORDER #	JOB #	SLS
2/19/2004	2/19/2004	W04100	RMA 75569		16
DATE	2/19/2004				

LINE SEQ #	ITEM NUMBER DESCRIPTION	UOM	QTY'S:	ORDERED	SHIPPED	BACKORDERED	PRICES:	PER UNIT	EXTENDED	NET
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1	CREDIT MEMO RMA 75569 49311 EA 1- ONE QT. HIGH PERFORMANCE FLUID 4.08 12 QUARTS PER CASE 4.08- WARRANTY CREDIT					0				4.08-
---	---	--	--	--	--	---	--	--	--	-------

THANK YOU FOR YOUR PROMPT PAYMENT	Sales Amount 4.08- Misc. Charges .00 Freight .00 Sales Tax .00
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CASH DISCOUNTS, WHEN OFFERED ARE  
APPLICABLE TO THE AMOUNT OF NET  
MERCHANDISE ONLY.

INVOICE TOTAL

\$4.08-

A LATE FEE OF 18% PER YEAR WILL BE CHARGED ON ALL PAST DUE ACCOUNTS TO THE EXTENT PERMITTED BY APPLICABLE LAW.

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REQUIREMENTS OF THE FAIR LABOR STANDARDS ACT OF 1938 AS AMENDED.

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WESTERN 000000100



WESTERN PRODUCTS

INVOICE

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7777 NORTH 73RD STREET

P.O. BOX 245038  
MILWAUKEE, WISCONSIN 53224-9538  
414-354-2310

## OUR REMITTANCE ADDRESS IS:

WESTERN PRODUCTS DIVISION  
DOUGLAS DYNAMICS L.L.C.  
1340 SOLUTIONS CENTER  
CHICAGO, IL 60677-1003

## Sold-to:

B & P SUPPLY  
260 COLUMBUS AVE  
PITTSFIELD MA

01201

## Ship-to:

B & P SUPPLY  
260 COLUMBUS AVE  
PITTSFIELD MA

01201

ORDER #	SHIP #	LOC	SHIP VIA	COL / PPD	INVOICE #
149066-00	111910	10	UPS	WE-PAY WNTY	00157088
ORDER DATE	SHIP DATE	CUST #	PURCHASE ORDER #	JOB #	SLS
2/19/2004	2/20/2004	W04100	RMA 75569		16
					2/20/2004

LINE SEQ #	ITEM NUMBER DESCRIPTION	UOM	QTY'S:	ORDERED	SHIPPED	BACKORDERED	NET
				PRICES:	PER UNIT	EXTENDED	
	ATTN SHIPPING: "ADD'L PARTS REQUIRED" REFERS TO LABOR ONLY						
	RMA 75569						
1	56538K	EA	1		1	0	
	RAM ASSY 1-1/2 X 8 KIT				.00	.00	.00
		Disc%:	40.00				
	N/C, WARRANTY REPLACEMENT						
2	XLW	EA	1-		1-	0	
	WARRANTY LABOR CREDIT				27.50	27.50-	27.50-
	CR .5RHS @ \$55/HR TO R&R ANGLE CYLINDER ASSY						
	THANK YOU FOR YOUR PROMPT PAYMENT						
					Sales Amount		27.50-
					Misc. Charges		.00
					Freight		.00
					Sales Tax		.00

CASH DISCOUNTS, WHEN OFFERED ARE  
APPLICABLE TO THE AMOUNT OF  
MERCHANDISE ONLY.

1% 10 NET 30

INVOICE TOTAL

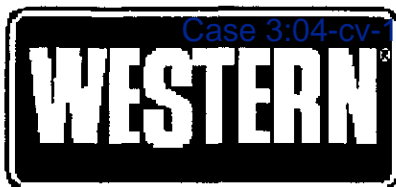
\$27.50-

A LATE FEE OF 18% PER YEAR WILL BE CHARGED ON ALL PAST DUE ACCOUNTS TO THE EXTENT PERMITTED BY APPLICABLE LAW.

SELLER REPRESENTS THAT ALL GOODS COVERED BY THIS INVOICE WERE PROCESSED IN  
COMPLIANCE WITH THE REQUIREMENTS OF SECTION 12 (A) AND ALL APPLICABLE  
REQUIREMENTS OF THE FAIR LABOR STANDARDS ACT OF 1938 AS AMENDED.

ALL SALES SUBJECT TO WESTERN PRODUCTS CREDIT POLICY, WARRANTY MANUAL, AND TERMS OF SALE PREVIOUSLY PROVIDED TO CUSTOMER.

WESTERN 000000101



7777 NORTH 73RD STREET

P.O. BOX 245038  
MILWAUKEE, WISCONSIN 53224-9538  
414-354-2310

## OUR REMITTANCE ADDRESS IS:

WESTERN PRODUCTS DIVISION  
DOUGLAS DYNAMICS L.L.C.  
1340 SOLUTIONS CENTER  
CHICAGO, IL 60677-1003

## Sold-to:

B & P SUPPLY  
260 COLUMBUS AVE  
PITTSFIELD MA

01201

## Ship-to:

B & P SUPPLY  
260 COLUMBUS AVE  
PITTSFIELD MA

01201

ORDER #	SHIP #	LOC.	SHIP VIA	COL / PPD	INVOICE #
149088-00	111907	10	UPS	WP-PAY WNTY	00157103
ORDER DATE	SHIP DATE	CUST #	PURCHASE ORDER #	JOB #	DATE
2/19/2004	2/20/2004	W04100	RMA 75571	16	2/20/2004

LINE SEQ #	ITEM NUMBER DESCRIPTION	UOM	QTY'S:	ORDERED	SHIPPED	BACKORDERED	NET
				PRICES:	PER UNIT	EXTENDED	
	ATTN SHIPPING: "ADD'L PARTS REQUIRED" REFERS TO LABOR ONLY						
	RAM 75571						
1	64148	EA	1		1	0	
	RAM ASSEMBLY 1-1/2 X 12 KIT				.00	.00	.00
	Disc%:		40.00				
	N/C, WARRANTY REPLACEMENT						
2	XLW	EA	1-		1-	0	
	WARRANTY LABOR CREDIT				27.50	27.50-	27.50-
	CR .5RHS @ \$55/HR TO R&R LIFT/ANGLE CYLINDER ASSY						
	Sales Amount						27.50-
	Misc. Charges						.00
	Freight						.00
	Sales Tax						.00
	THANK YOU FOR YOUR PROMPT PAYMENT						

CASH DISCOUNTS, WHEN OFFERED ARE  
APPLICABLE TO THE AMOUNT OF  
MERCHANDISE ONLY.

1% 10 NET 30

INVOICE TOTAL

\$27.50-

A LATE FEE OF 18% PER YEAR WILL BE CHARGED ON ALL PAST DUE ACCOUNTS TO THE EXTENT PERMITTED BY APPLICABLE LAW.

SELLER REPRESENTS THAT ALL GOODS COVERED BY THIS INVOICE WERE PROCESSED IN  
COMPLIANCE WITH THE REQUIREMENTS OF SECTION 12 (A) AND ALL APPLICABLE  
REQUIREMENTS OF THE FAIR LABOR STANDARDS ACT OF 1938 AS AMENDED.

ALL SALES SUBJECT TO WESTERN PRODUCTS CREDIT POLICY, WARRANTY MANUAL, AND TERMS OF SALE PREVIOUSLY PROVIDED TO CUSTOMER.

WESTERN 000000102



**WESTERN PRODUCTS**  
7777 NORTH 73RD STREET  
P.O. BOX 245038  
MILWAUKEE, WISCONSIN 53224-9538  
414-354-2310

**INVOICE**  
Page: 000001

**OUR REMITTANCE ADDRESS IS:**

WESTERN PRODUCTS DIVISION  
DOUGLAS DYNAMICS L.L.C.  
1340 SOLUTIONS CENTER  
CHICAGO, IL 60677-1003

**Sold-to:**

B & P SUPPLY  
260 COLUMBUS AVE  
PITTSFIELD MA

01201

**Ship-to:**

B & P SUPPLY  
260 COLUMBUS AVE  
PITTSFIELD MA

01201

ORDER #	SHIP #	LOC.	SHIP VIA		COL / PPD	INVOICE #	
149093-00	111962	10	UPS		WP-PAY WNTY	00157105	
ORDER DATE	SHIP DATE	CUST #	PURCHASE ORDER #		JOB #	SL\$	DATE
2/19/2004	2/20/2004	W04100	RMA 39186			16	2/20/2004

LINE SEQ #	ITEM NUMBER	UOM	QTY'S:	ORDERED	SHIPPED	BACKORDERED	NET
	DESCRIPTION			PRICES:	PER UNIT	EXTENDED	
	ATTN SHIPPING: "ADD'L PARTS REQUIRED" REFERS TO LABOR ONLY						
	RMA 39186						
1	67528	EA	1		1	0	
	LIGHT 12V PANEL MOUNT-RED				.00	.00	.00
	Disc%:		40.00				
	N/C, WARRANTY REPLACEMENT						
2	XLW	EA	1-		1-	0	
	WARRANTY LABOR CREDIT				27.50	27.50-	27.50-
	CR .5HRS @ \$55/HR TO R&R CONTROL						
	THANK YOU FOR YOUR PROMPT PAYMENT						
					Sales Amount		27.50-
					Misc. Charges		.00
					Freight		.00
					Sales Tax		.00

CASH DISCOUNTS, WHEN OFFERED ARE  
APPLICABLE TO THE AMOUNT OF  
MERCHANDISE ONLY.

1% 10 NET 30

INVOICE TOTAL

\$27.50-

A LATE FEE OF 18% PER YEAR WILL BE CHARGED ON ALL PAST DUE ACCOUNTS TO THE EXTENT PERMITTED BY APPLICABLE LAW.

SELLER REPRESENTS THAT ALL GOODS COVERED BY THIS INVOICE WERE PROCESSED IN  
COMPLIANCE WITH THE REQUIREMENTS OF SECTION 12 (A) AND ALL APPLICABLE  
REQUIREMENTS OF THE FAIR LABOR STANDARDS ACT OF 1938 AS AMENDED.

ALL SALES SUBJECT TO WESTERN PRODUCTS CREDIT POLICY, WARRANTY MANUAL, AND TERMS OF SALE PREVIOUSLY PROVIDED TO CUSTOMER.

WESTERN 000000103



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WESTERN PRODUCTS  
7777 NORTH 73RD STREET  
P.O. BOX 245038  
MILWAUKEE, WISCONSIN 53224-9538  
414-354-2310

INVOICE  
Page: 000001

OUR REMITTANCE ADDRESS IS:

WESTERN PRODUCTS DIVISION  
DOUGLAS DYNAMICS L.L.C.  
1340 SOLUTIONS CENTER  
CHICAGO, IL 60677-1003

Sold-to:

B & P SUPPLY  
260 COLUMBUS AVE  
PITTSFIELD MA

01201

Ship-to:

B & P SUPPLY  
260 COLUMBUS AVE  
PITTSFIELD MA

01201

ORDER #	SHIP #	LOC	SHIP VIA		COL / PPD	INVOICE #	
148948-00	111872	10	YELLOW		COLLECT	00157168	
ORDER DATE	SHIP DATE	CUST #	PURCHASE ORDER #		JOB #	SLS	DATE
2/19/2004	2/20/2004	WD4100	1704#			16	2/20/2004

LINE SEQ #	ITEM NUMBER DESCRIPTION	UOM	QTY'S:	ORDERED	SHIPPED	BACKORDERED	NET
				PRICES:	PER UNIT	EXTENDED	
	***** PLEASE SHIP ASAP *****						
1	94809-1 ICEBREAKER 8' RC	EA	1	1	4,897.36	0 4,897.36	2,497.65
	Disc%:		49.00				
2	95425 CHUTE ASSY 14" STS CENTER BELT DRIVE	EA	1	1	526.24	0 526.24	268.38
	Disc%:		49.00				
3	65605-2 BATTERY KIT, SPREADER	EA	1	1	75.11	0 75.11	38.31
	Disc%:		49.00				
	Part number 65605-1				has been replaced by 65605-2		
4	65118 TOP SCREEN HD 8' RC	EA	1	1	261.87	0 261.87	183.31
	Disc%:		30.00				
	THANK YOU FOR YOUR PROMPT PAYMENT						
					Sales Amount	2,987.65	
					Misc. Charges	.00	
					Freight	.00	
					Sales Tax	.00	

CASH DISCOUNTS, WHEN OFFERED ARE  
APPLICABLE TO THE AMOUNT OF  
MERCHANDISE ONLY.

1% 10 NET 30

INVOICE TOTAL

\$2,987.65

A LATE FEE OF 18% PER YEAR WILL BE CHARGED ON ALL PAST DUE ACCOUNTS TO THE EXTENT PERMITTED BY APPLICABLE LAW.

SELLER REPRESENTS THAT ALL GOODS COVERED BY THIS INVOICE WERE PROCESSED IN  
COMPLIANCE WITH THE REQUIREMENTS OF SECTION 12 (A) AND ALL APPLICABLE  
REQUIREMENTS OF THE FAIR LABOR STANDARDS ACT OF 1938 AS AMENDED.

ALL SALES SUBJECT TO WESTERN PRODUCTS CREDIT POLICY, WARRANTY MANUAL, AND TERMS OF SALE PREVIOUSLY PROVIDED TO CUSTOMER.

WESTERN 000000104



**WESTERN PRODUCTS**  
7777 NORTH 73RD STREET  
P.O. BOX 245038  
MILWAUKEE, WISCONSIN 53224-9538  
414-354-2310

**INVOICE**

Page: 000001

**OUR REMITTANCE ADDRESS IS:**

WESTERN PRODUCTS DIVISION  
DOUGLAS DYNAMICS L.L.C.  
1340 SOLUTIONS CENTER  
CHICAGO, IL 60677-1003

**Sold-to:**

B & P SUPPLY  
260 COLUMBUS AVE  
PITTSFIELD MA

01201

**Ship-to:**

B & P SUPPLY  
260 COLUMBUS AVE  
PITTSFIELD MA

01201

ORDER #	SHIP #	LOC.	SHIP VIA		COL / PPD		INVOICE #	
137715-00	112030	10	UPS		COLLECT		00157175	
ORDER DATE	SHIP DATE		CUST #	PURCHASE ORDER #		JOB #	SLS	DATE
12/11/2003	2/23/2004		W04100	PO-1576#			16	2/23/2004

LINE SEQ #	ITEM NUMBER DESCRIPTION	UOM	QTY'S:	ORDERED	SHIPPED	BACKORDERED	NET
				PRICES:	PER UNIT	EXTENDED	
38	62370 TOYOTA MOUNT ASSY U #2365 TACOMA PICK-UP 4X4 95 & LATER Disc%: 44.00	EA	2	2	445.20	0 890.40	498.62
THANK YOU FOR YOUR PROMPT PAYMENT							
Sales Amount							498.62
Misc. Charges							.00
Freight							40.60
Sales Tax							.00

CASH DISCOUNTS, WHEN OFFERED ARE  
APPLICABLE TO THE AMOUNT OF  
MERCHANDISE ONLY.

1% 10 NET 30

INVOICE TOTAL

\$539.22

A LATE FEE OF 18% PER YEAR WILL BE CHARGED ON ALL PAST DUE ACCOUNTS TO THE EXTENT PERMITTED BY APPLICABLE LAW.

SELLER REPRESENTS THAT ALL GOODS COVERED BY THIS INVOICE WERE PROCESSED IN  
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REQUIREMENTS OF THE FAIR LABOR STANDARDS ACT OF 1938 AS AMENDED.

ALL SALES SUBJECT TO WESTERN PRODUCTS CREDIT POLICY, WARRANTY MANUAL, AND TERMS OF SALE PREVIOUSLY PROVIDED TO CUSTOMER.

WESTERN 000000105



## WESTERN PRODUCTS

## INVOICE

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7777 NORTH 73RD STREET

P.O. BOX 245038  
MILWAUKEE, WISCONSIN 53224-9538  
414-354-2310

## OUR REMITTANCE ADDRESS IS:

WESTERN PRODUCTS DIVISION  
DOUGLAS DYNAMICS L.L.C.  
1340 SOLUTIONS CENTER  
CHICAGO, IL 60677-1003

## Sold-to:

B & P SUPPLY  
260 COLUMBUS AVE  
PITTSFIELD MA

01201

## Ship-to:

B & P SUPPLY  
260 COLUMBUS AVE  
PITTSFIELD MA

01201

ORDER #	SHIP #	LOC.	SHIP VIA	COL / PPD	INVOICE #
149394-00		10	DO NOT SHIP	PREPAID	00157373
ORDER DATE	SHIP DATE	CUST #	PURCHASE ORDER #	JOB #	SLS
2/23/2004	2/23/2004	W04100	COOP CREDIT		16
					DATE
					2/23/2004

LINE SEQ #	ITEM NUMBER DESCRIPTION	UOM	QTY'S:	ORDERED	SHIPPED	BACKORDERED	NET
				PRICES:	PER UNIT	EXTENDED	
1	XCP	EA	1-	1-	0		
	PRIOR YEAR CO-OP ADVERTISING			520.62	520.62-		520.62-
	60% CREDIT FOR ADVERTISING WESTERN PLOWS & SPREADERS IN THE SHOPPERS GUIDE & YANKEE SHOPPER GROUP NOVEMBER 2003						
	CREDIT MEMO						
	THANK YOU FOR YOUR PROMPT PAYMENT						
				Sales Amount		520.62-	
				Misc. Charges		.00	
				Freight		.00	
				Sales Tax		.00	

CASH DISCOUNTS, WHEN OFFERED ARE  
APPLICABLE TO THE AMOUNT OF  
MERCHANDISE ONLY.

NET

INVOICE TOTAL

\$520.62-

A LATE FEE OF 18% PER YEAR WILL BE CHARGED ON ALL PAST DUE ACCOUNTS TO THE EXTENT PERMITTED BY APPLICABLE LAW.

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REQUIREMENTS OF THE FAIR LABOR STANDARDS ACT OF 1938 AS AMENDED.

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WESTERN 000000106



7777 NORTH 73RD STREET  
P.O. BOX 245038  
MILWAUKEE, WISCONSIN 53224-9538  
414-354-2310

WESTERN PRODUCTS DIVISION  
DOUGLAS DYNAMICS L.L.C.  
1340 SOLUTIONS CENTER  
CHICAGO, IL 60677-1003

B & P SUPPLY  
260 COLUMBUS AVE  
PITTSFIELD MA

B & P SUPPLY  
260 COLUMBUS AVE  
PITTSFIELD MA

01201

ORDER #	SHIP #	LOC.	SHIP VIA		COL / PPD	INVOICE #
149395-00		10	DO NOT SHIP		PREPAID	00157374
ORDER DATE	SHIP DATE	CUST #	PURCHASE ORDER #		JOB #	SLS
2/23/2004	2/23/2004	W04100	COOP CREDIT			16
						2/23/2004

LINE SEQ #	ITEM NUMBER	UOM	QTY'S:	ORDERED	SHIPPED	BACKORDERED	
	DESCRIPTION			PRICES:	PER UNIT	EXTENDED	NET
1	XCP	EA	1-		1-	0	
	PRIOR YEAR CO-OP ADVERTISING				339.36	339.36-	339.36-
	60% CREDIT FOR ADVERTISING WESTERN FLOWS & SPREADERS IN THE SHOPPERS GUIDE 12-4-03 & THE YANKEE SHOPPER GROUP DEC. 03.						
	CREDIT MEMO						
					Sales Amount		339.36-
					Misc. Charges	.00	
					Freight	.00	
					Sales Tax	.00	
	THANK YOU FOR YOUR PROMPT PAYMENT						

\$339.36-

SELLER REPRESENTS THAT ALL GOODS COVERED BY THIS INVOICE WERE PROCESSED IN COMPLIANCE WITH THE REQUIREMENTS OF SECTION 12 (A) AND ALL APPLICABLE REQUIREMENTS OF THE FAIR LABOR STANDARDS ACT OF 1938 AS AMENDED.

WESTERN 000000107



Page: 000001

**OUR REMITTANCE ADDRESS IS:**

WESTERN PRODUCTS DIVISION  
DOUGLAS DYNAMICS L.L.C.  
1340 SOLUTIONS CENTER  
CHICAGO, IL 60677-1003

Sold-to:

B & P SUPPLY  
260 COLUMBUS AVE  
PITTSFIELD MA

01201

Ship-to:

B & P SUPPLY  
260 COLUMBUS AVE  
PITTSFIELD MA

01201

ORDER #	SHIP #	LOC.	SHIP VIA		COL / PPD	INVOICE #	
149396-00		10	DO NOT SHIP		PREPAID	00157375	
ORDER DATE	SHIP DATE	CUST #	PURCHASE ORDER #		JOB #	SL#	DATE
2/23/2004	2/23/2004	W04100	COOP CREDIT			16	2/23/2004

LINE SEQ #	ITEM NUMBER	UOM	QTY'S:	ORDERED	SHIPPED	BACKORDERED	
	DESCRIPTION		PRICES:		PER UNIT	EXTENDED	NET
1	XCP	EA	1-		1-	0	
	PRIOR YEAR CO-OP ADVERTISING				202.80	202.80-	202.80-
	60% CREDIT FOR ADVERTISING WESTERN ULTRAMOUNT PLOWS ON PITTSFIELD CABLE TV 104 TIMES DECEMBER 2003.						
	CREDIT MEMO						
					Sales Amount		202.80-
					Misc. Charges		.00
					Freight		.00
					Sales Tax		.00
	THANK YOU FOR YOUR PROMPT PAYMENT						

CASH DISCOUNTS, WHEN OFFERED ARE APPLICABLE TO THE AMOUNT OF MERCHANDISE ONLY. NET

INVOICE TOTAL

\$202.80-

A LATE FEE OF 18% PER YEAR WILL BE CHARGED ON ALL PAST DUE ACCOUNTS TO THE EXTENT PERMITTED BY APPLICABLE LAW.

SELLER REPRESENTS THAT ALL GOODS COVERED BY THIS INVOICE WERE PROCESSED IN COMPLIANCE WITH THE REQUIREMENTS OF SECTION 12 (A) AND ALL APPLICABLE REQUIREMENTS OF THE FAIR LABOR STANDARDS ACT OF 1938 AS AMENDED.

ALL SALES SUBJECT TO WESTERN PRODUCTS CREDIT POLICY, WARRANTY MANUAL, AND TERMS OF SALE PREVIOUSLY PROVIDED TO CUSTOMER.

WESTERN 000000108



WESTERN PRODUCTS

INVOICE

7777 NORTH 73RD STREET

Page: 000001

P.O. BOX 245038  
MILWAUKEE, WISCONSIN 53224-9538  
414-354-2310

## OUR REMITTANCE ADDRESS IS:

WESTERN PRODUCTS DIVISION  
DOUGLAS DYNAMICS L.L.C.  
1340 SOLUTIONS CENTER  
CHICAGO, IL 60677-1003

## Sold-to:

B & P SUPPLY  
260 COLUMBUS AVE  
PITTSFIELD MA

01201

## Ship-to:

B & P SUPPLY  
260 COLUMBUS AVE  
PITTSFIELD MA

01201

ORDER #	SHIP #	LOC.	SHIP VIA		COL / PPD	INVOICE #	
149827-00		10	DO NOT SHIP		PREPAID	00158061	
ORDER DATE	SHIP DATE	CUST #	PURCHASE ORDER #		JOB #	SLS	DATE
2/26/2004	2/26/2004	W04100	RMA 62322 2 OF 2			16	2/26/2004

LINE SEQ #	ITEM NUMBER DESCRIPTION	UOM	QTY'S:	ORDERED	SHIPPED	BACKORDERED	NET
				PRICES:	PER UNIT	EXTENDED	
1	CREDIT MEMO RMA 62322 49311 ONE QT. HIGH PERFORMANCE FLUID 12 QUARTS PER CASE WARRANTY CREDIT	EA	2-		2- 4.08	0 8.16-	8.16-
THANK YOU FOR YOUR PROMPT PAYMENT							
Sales Amount							8.16-
Misc. Charges							.00
Freight							.00
Sales Tax							.00

CASH DISCOUNTS, WHEN OFFERED ARE  
APPLICABLE TO THE AMOUNT OF  
MERCHANDISE ONLY.

NET

INVOICE TOTAL

\$8.16-

A LATE FEE OF 18% PER YEAR WILL BE CHARGED ON ALL PAST DUE ACCOUNTS TO THE EXTENT PERMITTED BY APPLICABLE LAW.

SELLER REPRESENTS THAT ALL GOODS COVERED BY THIS INVOICE WERE PROCESSED IN  
COMPLIANCE WITH THE REQUIREMENTS OF SECTION 12 (A) AND ALL APPLICABLE  
REQUIREMENTS OF THE FAIR LABOR STANDARDS ACT OF 1938 AS AMENDED.

ALL SALES SUBJECT TO WESTERN PRODUCTS CREDIT POLICY, WARRANTY MANUAL, AND TERMS OF SALE PREVIOUSLY PROVIDED TO CUSTOMER.

WESTERN 000000109



7777 NORTH 73RD STREET

P.O. BOX 245038  
MILWAUKEE, WISCONSIN 53224-9538  
414-354-2310

## OUR REMITTANCE ADDRESS IS:

WESTERN PRODUCTS DIVISION  
DOUGLAS DYNAMICS L.L.C.  
1340 SOLUTIONS CENTER  
CHICAGO, IL 60677-1003

## Sold-to:

B & P SUPPLY  
260 COLUMBUS AVE  
PITTSFIELD MA

01201

## Ship-to:

B & P SUPPLY  
260 COLUMBUS AVE  
PITTSFIELD MA

01201

ORDER #	SHIP #	LOC.	SHIP VIA		COL / PPD	INVOICE #	
149815-00	112699	10	UPS		PREPAID	00158158	
ORDER DATE	SHIP DATE	CUST #	PURCHASE ORDER #		JOB #	SL\$	DATE
2/26/2004	2/27/2004	W04100	1730#			16	2/27/2004

LINE SEQ #	ITEM NUMBER DESCRIPTION	UOM	QTY'S:	ORDERED PRICES:	SHIPPED PER UNIT	BACKORDERED EXTENDED	NET
1	65725 SPINNER GUARD - TWO STAGE	EA	1	1	77.95	0 77.95	46.77
		Disc%:	40.00				
2	67106 ADJUSTMENT ROD ASSEMBLY	EA	1	1	29.38	0 29.38	17.63
		Disc%:	40.00				
THANK YOU FOR YOUR PROMPT PAYMENT							
Sales Amount							64.40
Misc. Charges							.00
Freight							9.09
Sales Tax							.00

CASH DISCOUNTS, WHEN OFFERED ARE  
APPLICABLE TO THE AMOUNT OF  
MERCHANDISE ONLY.

1% 10 NET 30

INVOICE TOTAL

\$73.49

A LATE FEE OF 18% PER YEAR WILL BE CHARGED ON ALL PAST DUE ACCOUNTS TO THE EXTENT PERMITTED BY APPLICABLE LAW.

SELLER REPRESENTS THAT ALL GOODS COVERED BY THIS INVOICE WERE PROCESSED IN  
COMPLIANCE WITH THE REQUIREMENTS OF SECTION 12 (A) AND ALL APPLICABLE  
REQUIREMENTS OF THE FAIR LABOR STANDARDS ACT OF 1938 AS AMENDED.

ALL SALES SUBJECT TO WESTERN PRODUCTS CREDIT POLICY, WARRANTY MANUAL, AND TERMS OF SALE PREVIOUSLY PROVIDED TO CUSTOMER.

WESTERN 000000110



**WESTERN PRODUCTS**  
 7777 NORTH 73RD STREET  
 P.O. BOX 245038  
 MILWAUKEE, WISCONSIN 53224-9538  
 414-354-2310

INVOICE

Page: 000001

## OUR REMITTANCE ADDRESS IS:

WESTERN PRODUCTS DIVISION  
 DOUGLAS DYNAMICS L.L.C.  
 1340 SOLUTIONS CENTER  
 CHICAGO, IL 60677-1003

## Sold-to:

B & P SUPPLY  
 260 COLUMBUS AVE  
 PITTSFIELD MA

01201

## Ship-to:

B & P SUPPLY  
 260 COLUMBUS AVE  
 PITTSFIELD MA

01201

ORDER #	SHIP #	LOC.	SHIP VIA	COL / FPD	INVOICE #
149825-00	112685	10	UPS	WP-PAY WNTY	00158163
ORDER DATE	SHIP DATE	CUST #	PURCHASE ORDER #	JOB #	SLS
2/26/2004	2/27/2004	W04100	RMA 62322		16
DATE					
2/27/2004					

LINE SEQ #	ITEM NUMBER DESCRIPTION	UOM	QTY'S:	ORDERED	SHIPPED	BACKORDERED	NET
				PRICES:	PER UNIT	EXTENDED	
	ATTN SHIPPING: "ADD'L PARTS REQUIRED" REFERS TO LABOR ONLY						
	RMA 62322						
1	66763	EA	1		1	0	
	INLET FITTING/FILTER KIT				.00	.00	.00
	Disc%:		40.00				
	N/C, WARRANTY REPLACEMENT						
2	XLW	EA	1-		1-	0	
	WARRANTY LABOR CREDIT				33.00	33.00-	33.00-
	CR .6HRS @ \$55/HR TO R&R PICKUP TUBE, SUCTION FILTER OR						
	DIFFUSER						
	THANK YOU FOR YOUR PROMPT PAYMENT						
					Sales Amount		33.00-
					Misc. Charges		.00
					Freight		.00
					Sales Tax		.00

CASH DISCOUNTS, WHEN OFFERED ARE 1% 10 NET 30  
 APPLICABLE TO THE AMOUNT OF  
 MERCHANDISE ONLY.

INVOICE TOTAL

\$33.00-

A LATE FEE OF 18% PER YEAR WILL BE CHARGED ON ALL PAST DUE ACCOUNTS TO THE EXTENT PERMITTED BY APPLICABLE LAW.

SELLER REPRESENTS THAT ALL GOODS COVERED BY THIS INVOICE WERE PROCESSED IN  
 COMPLIANCE WITH THE REQUIREMENTS OF SECTION 12 (A) AND ALL APPLICABLE  
 REQUIREMENTS OF THE FAIR LABOR STANDARDS ACT OF 1938 AS AMENDED.

ALL SALES SUBJECT TO WESTERN PRODUCTS CREDIT POLICY, WARRANTY MANUAL, AND TERMS OF SALE PREVIOUSLY PROVIDED TO CUSTOMER.

WESTERN 00000111



## WESTERN PRODUCTS

INVOICE

Page: 000001

7777 NORTH 73RD STREET

P.O. BOX 245038  
MILWAUKEE, WISCONSIN 53224-9538  
414-354-2310

## OUR REMITTANCE ADDRESS IS:

WESTERN PRODUCTS DIVISION  
DOUGLAS DYNAMICS L.L.C.  
1340 SOLUTIONS CENTER  
CHICAGO, IL 60677-1003

## Sold-to:

B & P SUPPLY  
260 COLUMBUS AVE  
PITTSFIELD MA

01201

## Ship-to:

B & P SUPPLY  
260 COLUMBUS AVE  
PITTSFIELD MA

01201

ORDER #	SHIP #	LOC	SHIP VIA		COL / PPD	INVOICE #	
149878-00		10	DO NOT SHIP		PREPAID	00158181	
ORDER DATE	SHIP DATE	CUST #	PURCHASE ORDER #		JOB #	SLS	DATE
2/27/2004	2/27/2004	W04100	RMA 39561			16	2/27/2004

LINE SEQ #	ITEM NUMBER DESCRIPTION	UOM	QTY'S:	ORDERED	SHIPPED	BACKORDERED	NET
				PRICES:	PER UNIT	EXTENDED	
1	CREDIT MEMO RMA 39561 49311 ONE QT. HIGH PERFORMANCE FLUID 12 QUARTS PER CASE WARRANTY CREDIT	EA	1-		1- 4.08	0 4.08-	4.08-
THANK YOU FOR YOUR PROMPT PAYMENT							
Sales Amount							4.08-
Misc. Charges							.00
Freight							.00
Sales Tax							.00

CASH DISCOUNTS, WHEN OFFERED ARE  
APPLICABLE TO THE AMOUNT OF  
MERCHANDISE ONLY.

NET

INVOICE TOTAL

\$4.08-

A LATE FEE OF 18% PER YEAR WILL BE CHARGED ON ALL PAST DUE ACCOUNTS TO THE EXTENT PERMITTED BY APPLICABLE LAW.

SELLER REPRESENTS THAT ALL GOODS COVERED BY THIS INVOICE WERE PROCESSED IN  
COMPLIANCE WITH THE REQUIREMENTS OF SECTION 12 (A) AND ALL APPLICABLE  
REQUIREMENTS OF THE FAIR LABOR STANDARDS ACT OF 1938 AS AMENDED.

ALL SALES SUBJECT TO WESTERN PRODUCTS CREDIT POLICY, WARRANTY MANUAL, AND TERMS OF SALE PREVIOUSLY PROVIDED TO CUSTOMER.

WESTERN 000000112

**WESTERN PRODUCTS****INVOICE**

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7777 NORTH 73RD STREET

P.O. BOX 245038  
MILWAUKEE, WISCONSIN 53224-9538  
414-354-2310

**OUR REMITTANCE ADDRESS IS:**

WESTERN PRODUCTS DIVISION  
DOUGLAS DYNAMICS L.L.C.  
1340 SOLUTIONS CENTER  
CHICAGO, IL 60677-1003

**Sold-to:**

B & P SUPPLY  
260 COLUMBUS AVE  
PITTSFIELD MA

01201

**Ship-to:**

B & P SUPPLY  
260 COLUMBUS AVE  
PITTSFIELD MA

01201

ORDER #	SHIP #	LOC	SHIP VIA	COL / PPD	INVOICE #
149857-00	112771	10	UPS	WP-PAY WNTY	00158295
ORDER DATE	SHIP DATE	CUST #	PURCHASE ORDER #	JOB #	SL\$
2/27/2004	3/01/2004	WD4100	RMA 39565		16
					DATE
					3/01/2004

LINE SEQ #	ITEM NUMBER	UOM	QTY'S:	ORDERED	SHIPPED	BACKORDERED	
	DESCRIPTION			PRICES:	PER UNIT	EXTENDED	NET
	ATTN SHIPPING: "ADD'L PARTS REQUIRED" REFERS TO LABOR ONLY						
	RMA 39565						
1	63411	EA	1		1	0	
	VEHICLE BATTERY CABLE				.00	.00	.00
	Disc%:		40.00				
	N/C, WARRANTY REPLACEMENT						
2	XLW	EA	1-		1-	0	
	WARRANTY LABOR CREDIT				27.50	27.50-	27.50-
	CR .5HRS @ \$55/HR TO DO MISC LABOR						
THANK YOU FOR YOUR PROMPT PAYMENT							
Sales Amount							27.50-
Misc. Charges							.00
Freight							.00
Sales Tax							.00

CASH DISCOUNTS, WHEN OFFERED ARE  
APPLICABLE TO THE AMOUNT OF  
MERCHANDISE ONLY.

1% 10 NET 30

INVOICE TOTAL

\$27.50-

A LATE FEE OF 18% PER YEAR WILL BE CHARGED ON ALL PAST DUE ACCOUNTS TO THE EXTENT PERMITTED BY APPLICABLE LAW.

SELLER REPRESENTS THAT ALL GOODS COVERED BY THIS INVOICE WERE PROCESSED IN  
COMPLIANCE WITH THE REQUIREMENTS OF SECTION 12 (A) AND ALL APPLICABLE  
REQUIREMENTS OF THE FAIR LABOR STANDARDS ACT OF 1938 AS AMENDED.

ALL SALES SUBJECT TO WESTERN PRODUCTS CREDIT POLICY, WARRANTY MANUAL, AND TERMS OF SALE PREVIOUSLY PROVIDED TO CUSTOMER.

WESTERN 000000113

**WESTERN PRODUCTS**

7777 NORTH 73RD STREET

P.O. BOX 245038  
MILWAUKEE, WISCONSIN 53224-9538  
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**INVOICE**

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**OUR REMITTANCE ADDRESS IS:**

WESTERN PRODUCTS DIVISION  
DOUGLAS DYNAMICS L.L.C.  
1340 SOLUTIONS CENTER  
CHICAGO, IL 60677-1003

**Sold-to:**

B & P SUPPLY  
260 COLUMBUS AVE  
PITTSFIELD MA

01201

**Ship-to:**

B & P SUPPLY  
260 COLUMBUS AVE  
PITTSFIELD MA

01201

ORDER #	SHIP #	LOC	SHIP VIA		COL / PPD		INVOICE #	
149858-00	112770	10	UPS		WP-PAY WNTY		00158296	
ORDER DATE	SHIP DATE		CUST #	PURCHASE ORDER #		JOB #	SLS	DATE
2/27/2004	3/01/2004		WD4100	RMA 39564			16	3/01/2004

LINE SEQ #	ITEM NUMBER DESCRIPTION	UOM	QTY'S: ORDERED	SHIPPED	BACKORDERED	NET
			PRICES:	PER UNIT	EXTENDED	
	ATTN SHIPPING: "ADD'L PARTS REQUIRED" REFERS TO LABOR ONLY					
	RMA 39564					
1	95418	EA	1	1	0	
	BELT			.00	.00	.00
		Disc%:	40.00			
	N/C, WARRANTY REPLACEMENT					
2	95489	EA	1	0	1	
	PULLEY KIT			.00	.00	.00
		Disc%:	40.00			
	N/C, WARRANTY REPLACEMENT					
3	XLW	EA	1-	1-	0	
	WARRANTY LABOR CREDIT			44.00	44.00-	44.00-
	CR.8HRS @ \$55/HR TO DO MISC LABOR					
	THANK YOU FOR YOUR PROMPT PAYMENT					
				Sales Amount		44.00-
				Misc. Charges		.00
				Freight		.00
				Sales Tax		.00

CASH DISCOUNTS, WHEN OFFERED ARE  
APPLICABLE TO THE AMOUNT OF  
MERCHANDISE ONLY.

1% 10 NET 30

INVOICE TOTAL

\$44.00-

A LATE FEE OF 18% PER YEAR WILL BE CHARGED ON ALL PAST DUE ACCOUNTS TO THE EXTENT PERMITTED BY APPLICABLE LAW.

SELLER REPRESENTS THAT ALL GOODS COVERED BY THIS INVOICE WERE PROCESSED IN  
COMPLIANCE WITH THE REQUIREMENTS OF SECTION 12 (A) AND ALL APPLICABLE  
REQUIREMENTS OF THE FAIR LABOR STANDARDS ACT OF 1938 AS AMENDED.

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WESTERN 000000114

**WESTERN PRODUCTS****INVOICE**

7777 NORTH 73RD STREET

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P.O. BOX 245038  
MILWAUKEE, WISCONSIN 53224-9538  
414-354-2310

**OUR REMITTANCE ADDRESS IS:**

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DOUGLAS DYNAMICS L.L.C.  
1340 SOLUTIONS CENTER  
CHICAGO, IL 60677-1003

**Sold-to:**

B & P SUPPLY  
260 COLUMBUS AVE  
PITTSFIELD MA

01201

**Ship-to:**

B & P SUPPLY  
260 COLUMBUS AVE  
PITTSFIELD MA

01201

ORDER #	SHIP #	LOC	SHIP MA	COL / PPD	INVOICE #
149860-00	112774	10	UPS	WP-PAY WNTY	00158297
ORDER DATE	SHIP DATE	CUST #	PURCHASE ORDER #	JOB #	SLS
2/27/2004	3/01/2004	WO4100	RMA 39563		16
					DATE
					3/01/2004

LINE SEQ #	ITEM NUMBER DESCRIPTION	UOM	QTY'S:	ORDERED	SHIPPED	BACKORDERED	NET
				PRICES:	PER UNIT	EXTENDED	
	ATTN SHIPPING: "ADD'L PARTS REQUIRED" REFERS TO LABOR ONLY						
	RAM 39563						
1	67844	EA	1		1	0	
	STAND LOCK PIN KIT				.00	.00	.00
				Disc%:	40.00		
	N/C, WARRANTY REPLACEMENT						
2	XLW	EA	1-		1-	0	
	WARRANTY LABOR CREDIT				5.50	5.50-	5.50-
	CR .1HRS @ \$55/HR TO DO MISC LABOR						
	THANK YOU FOR YOUR PROMPT PAYMENT						
				Sales Amount			5.50-
				Misc. Charges			.00
				Freight			.00
				Sales Tax			.00

CASH DISCOUNTS, WHEN OFFERED ARE  
APPLICABLE TO THE AMOUNT OF  
MERCHANDISE ONLY.

1% 10 NET 30

INVOICE TOTAL

\$5.50-

A LATE FEE OF 18% PER YEAR WILL BE CHARGED ON ALL PAST DUE ACCOUNTS TO THE EXTENT PERMITTED BY APPLICABLE LAW.

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WESTERN 000000115



**WESTERN PRODUCTS**

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DOUGLAS DYNAMICS L.L.C.  
1340 SOLUTIONS CENTER  
CHICAGO, IL 60677-1003

**Sold-to:**

B & P SUPPLY  
260 COLUMBUS AVE  
PITTSFIELD MA

01201

**Ship-to:**

B & P SUPPLY  
260 COLUMBUS AVE  
PITTSFIELD MA

01201

ORDER #	SHIP #	LOC	SHIP MA	COL / PPD	INVOICE #
149862-00	112759	10	UPS	WP-PAY WNTY	00158298
ORDER DATE	SHIP DATE	CUST #	PURCHASE ORDER #	JOB #	DATE
2/27/2004	3/01/2004	WO4100	RMA 39562	16	3/01/2004

LINE SEQ #	ITEM NUMBER DESCRIPTION	UOM	QTY'S:	ORDERED	SHIPPED	BACKORDERED	NET
				PRICES:	PER UNIT	EXTENDED	
	ATTN SHIPPING: "ADD'L PARTS REQUIRED" REFERS TO LABOR ONLY						
	RMA 39562						
1	66763	EA	1		1	0	
	INLET FITTING/FILTER KIT				.00	.00	.00
	Disc%:		40.00				
	N/C, WARRANTY REPLACEMENT						
2	XLW	EA	1-		1-	0	
	WARRANTY LABOR CREDIT				33.00	33.00-	33.00-
	CR .6HRS @ \$55/HR TO R&R PICKUP TUBE, SUCTION FILTER OR						
	DIFFUSER						
	THANK YOU FOR YOUR PROMPT PAYMENT						
					Sales Amount		33.00-
					Misc. Charges		.00
					Freight		.00
					Sales Tax		.00

CASH DISCOUNTS, WHEN OFFERED ARE  
APPLICABLE TO THE AMOUNT OF  
MERCHANDISE ONLY.

1% 10 NET 30

INVOICE TOTAL

\$33.00-

A LATE FEE OF 18% PER YEAR WILL BE CHARGED ON ALL PAST DUE ACCOUNTS TO THE EXTENT PERMITTED BY APPLICABLE LAW.

SELLER REPRESENTS THAT ALL GOODS COVERED BY THIS INVOICE WERE PROCESSED IN  
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WESTERN 000000116

**WESTERN PRODUCTS**

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MILWAUKEE, WISCONSIN 53224-9538  
414-354-2310**INVOICE**

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**OUR REMITTANCE ADDRESS IS:**WESTERN PRODUCTS DIVISION  
DOUGLAS DYNAMICS L.L.C.  
1340 SOLUTIONS CENTER  
CHICAGO, IL 60677-1003**Sold-to:**B & P SUPPLY  
260 COLUMBUS AVE  
PITTSFIELD MA

01201

**Ship-to:**B & P SUPPLY  
260 COLUMBUS AVE  
PITTSFIELD MA

01201

ORDER #	SHIP #	LOC	SHIP MA	COL / PPD	INVOICE #
149864-00	112777	10	UPS	WP-PAY WNTY	00158299
ORDER DATE	SHIP DATE	CUST #	PURCHASE ORDER #	JOB #	DATE
2/27/2004	3/01/2004	WO4100	RMA 39561	16	3/01/2004

LINE SEQ #	ITEM NUMBER DESCRIPTION	UOM	QTY'S: ORDERED	SHIPPED	BACKORDERED	NET
			PRICES:	PER UNIT	EXTENDED	
	ATTN SHIPPING: "ADD'L PARTS REQUIRED" REFERS TO LABOR ONLY					
	RMA 39561					
1	56616	EA	1	1	0	
	HOSE KIT, 1/4X42 W/ F-JIC ENDS			.00	.00	.00
	Disc%:		40.00			
	N/C, WARRANTY REPLACEMENT					
2	XLW	EA	1-	1-	0	
	WARRANTY LABOR CREDIT			11.00	11.00-	11.00-
	CR .2HRS @ \$55/HR TO R&R HOSE					
3	67665	EA	2	2	0	
	PIN, RECEIVER			.00	.00	.00
	Disc%:		40.00			
	N/C, WARRANTY REPLACEMENT					
4	XLW	EA	1-	1-	0	
	WARRANTY LABOR CREDIT			11.00	11.00-	11.00-
	CR .1HRS @ \$55/HR TO DO MISC LABOR					
	THANK YOU FOR YOUR PROMPT PAYMENT					
	Sales Amount					22.00-
	Misc. Charges					.00
	Freight					.00
	Sales Tax					.00

CASH DISCOUNTS, WHEN OFFERED ARE  
APPLICABLE TO THE AMOUNT OF  
MERCHANDISE ONLY.

1% 10 NET 30

INVOICE TOTAL

\$22.00-

A LATE FEE OF 18% PER YEAR WILL BE CHARGED ON ALL PAST DUE ACCOUNTS TO THE EXTENT PERMITTED BY APPLICABLE LAW.

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COMPLIANCE WITH THE REQUIREMENTS OF SECTION 12 (A) AND ALL APPLICABLE  
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WESTERN 00000117

**WESTERN PRODUCTS****INVOICE**

7777 NORTH 73RD STREET

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P.O. BOX 245038  
MILWAUKEE, WISCONSIN 53224-9538  
414-354-2310

**OUR REMITTANCE ADDRESS IS:**

WESTERN PRODUCTS DIVISION  
DOUGLAS DYNAMICS L.L.C.  
1340 SOLUTIONS CENTER  
CHICAGO, IL 60677-1003

**Sold-to:**

B & P SUPPLY  
260 COLUMBUS AVE  
PITTSFIELD MA

01201

**Ship-to:**

B & P SUPPLY  
260 COLUMBUS AVE  
PITTSFIELD MA

01201

ORDER #	SHIP #	LOC.	SHIP VIA	COL / PPD	INVOICE #
149089-00	112858	10	UPS	WP-PAY WNTY	00158498
ORDER DATE	SHIP DATE	CUST #	PURCHASE ORDER #	JOB #	SL\$
2/19/2004	3/02/2004	WD4100	RMA 75568		16
					DATE
					3/02/2004

LINE SEQ #	ITEM NUMBER DESCRIPTION	UOM	QTY'S: ORDERED	SHIPPED	BACKORDERED	NET
			PRICES:	PER UNIT	EXTENDED	
	ATTN SHIPPING: "ADD'L PARTS REQUIRED" REFERS TO LABOR ONLY					
	RMA 75568					
1	56614	EA	1	1	0	
	RAM ASSY 1-1/2 X 10			.00	.00	.00
			Disc%: 40.00			
2	N/C, WARRANTY REPLACEMENT					
	X1W	EA	1-	1-	0	
	WARRANTY LABOR CREDIT			27.50	27.50-	27.50-
	CR .5HRS @ \$55/HR TO R&R LIFT/ANGLE CYLINDER ASSY					
	THANK YOU FOR YOUR PROMPT PAYMENT					
	Sales Amount					27.50-
	Misc. Charges					.00
	Freight					.00
	Sales Tax					.00

CASH DISCOUNTS, WHEN OFFERED ARE 1% 10 NET 30  
APPLICABLE TO THE AMOUNT OF  
MERCHANDISE ONLY.

INVOICE TOTAL

\$27.50-

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REQUIREMENTS OF THE FAIR LABOR STANDARDS ACT OF 1938 AS AMENDED.

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WESTERN 000000118



## WESTERN PRODUCTS

## INVOICE

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7777 NORTH 73RD STREET  
P.O. BOX 245038  
MILWAUKEE, WISCONSIN 53224-9538  
414-354-2310

## OUR REMITTANCE ADDRESS IS:

WESTERN PRODUCTS DIVISION  
DOUGLAS DYNAMICS L.L.C.  
1340 SOLUTIONS CENTER  
CHICAGO, IL 60677-1003

## Sold-to:

B & P SUPPLY  
260 COLUMBUS AVE  
PITTSFIELD MA

01201

## Ship-to:

B & P SUPPLY  
260 COLUMBUS AVE  
PITTSFIELD MA

01201

ORDER #	SHIP #	LOC	SHIP VIA	COL / PPD	INVOICE #
150532-00	113310	10	UPS	WP-PAY OTHER	00159174
ORDER DATE	SHIP DATE	CUST #	PURCHASE ORDER #	JOB #	SLS
3/08/2004	3/10/2004	W04100	030804		16
					3/10/2004

LINE SEQ #	ITEM NUMBER DESCRIPTION	UOM	QTY'S:	ORDERED	SHIPPED	BACKORDERED	NET
	***** REPLACEMENT PART FOR RMA #70542. CREDIT FOR PARTS RETURNED ISSUED ON INV #00156363 *****						
1	67859 RECEIVER KIT, PASSENGER SIDE Disc%: 40.00	EA	2	2	83.55	0 167.10	100.26
Sales Amount 100.26 Misc. Charges .00 Freight .00 Sales Tax .00 THANK YOU FOR YOUR PROMPT PAYMENT							

CASH DISCOUNTS, WHEN OFFERED ARE 1% 10 NET 30  
APPLICABLE TO THE AMOUNT OF  
MERCHANDISE ONLY.

INVOICE TOTAL

\$100.26

A LATE FEE OF 18% PER YEAR WILL BE CHARGED ON ALL PAST DUE ACCOUNTS TO THE EXTENT PERMITTED BY APPLICABLE LAW.

SELLER REPRESENTS THAT ALL GOODS COVERED BY THIS INVOICE WERE PROCESSED IN  
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WESTERN 000000119

# INVOICE

7777 NORTH 73RD STREET  
P.O. BOX 245038  
MILWAUKEE, WISCONSIN 53224-9538  
414-354-2310

WESTERN PRODUCTS DIVISION  
DOUGLAS DYNAMICS L.L.C.  
1340 SOLUTIONS CENTER  
CHICAGO, IL 60677-1003

B & P SUPPLY  
260 COLUMBUS AVE  
PITTSFIELD MA

B & P SUPPLY  
260 COLUMBUS AVE  
PITTSFIELD MA

01201

ORDER #	SHIP #	LOC	SHIP VIA		COL / PPD	INVOICE #
151028-00		10	DO NOT SHIP		PREPAID	00159538
ORDER DATE	SHIP DATE	CUST #	PURCHASE ORDER #		JOB #	SL\$
3/15/2004	3/15/2004	W04100	RMA 39191		16	3/15/2004

[illegible]

CASH DISCOUNTS, WHEN OFFERED ARE **NET**  
APPLICABLE TO THE AMOUNT OF  
MERCHANDISE ONLY.

INVOICE TOTAL

\$125.00-

SELLER REPRESENTS THAT ALL GOODS COVERED BY THIS INVOICE WERE PROCESSED IN COMPLIANCE WITH THE REQUIREMENTS OF SECTION 12 (A) AND ALL APPLICABLE REQUIREMENTS OF THE FAIR LABOR STANDARDS ACT OF 1938 AS AMENDED.

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WESTERN 000000120

**WESTERN PRODUCTS**

7777 NORTH 73RD STREET

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MILWAUKEE, WISCONSIN 53224-9538  
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**INVOICE**

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**OUR REMITTANCE ADDRESS IS:**

WESTERN PRODUCTS DIVISION  
DOUGLAS DYNAMICS L.L.C.  
1340 SOLUTIONS CENTER  
CHICAGO, IL 60677-1003

**Sold-to:**

B & P SUPPLY  
260 COLUMBUS AVE  
PITTSFIELD MA

01201

**Ship-to:**

B & P SUPPLY  
260 COLUMBUS AVE  
PITTSFIELD MA

01201

ORDER #	SHIP #	LOC.	SHIP VIA	COL / PPD	INVOICE #
151029-00		10	DO NOT SHIP	PREPAID	00159539
ORDER DATE	SHIP DATE	CUST #	PURCHASE ORDER #	JOB #	DATE
3/15/2004	3/15/2004	W04100	RMA 39192	16	3/15/2004

LINE SEQ #	ITEM NUMBER DESCRIPTION	UOM	QTY'S	ORDERED	SHIPPED	BACKORDERED	NET
				PRICES:	PER UNIT	EXTENDED	
1	CREDIT MEMO RMA 39192 XLW WARRANTY LABOR CREDIT CR .9HRS @ \$55/HR TO DO MISC LABOR	EA	1-		1- 48.00	0 48.00-	48.00-
THANK YOU FOR YOUR PROMPT PAYMENT							
Sales Amount							48.00-
Misc. Charges							.00
Freight							.00
Sales Tax							.00

CASH DISCOUNTS, WHEN OFFERED ARE  
APPLICABLE TO THE AMOUNT OF  
MERCHANDISE ONLY.

NET

INVOICE TOTAL

\$48.00-

A LATE FEE OF 18% PER YEAR WILL BE CHARGED ON ALL PAST DUE ACCOUNTS TO THE EXTENT PERMITTED BY APPLICABLE LAW.

SELLER REPRESENTS THAT ALL GOODS COVERED BY THIS INVOICE WERE PROCESSED IN  
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WESTERN 000000121

**INVOICE**

7777 NORTH 73RD STREET  
P.O. BOX 245038  
MILWAUKEE, WISCONSIN 53224-9538  
414-354-2310

WESTERN PRODUCTS DIVISION  
DOUGLAS DYNAMICS L.L.C.  
1340 SOLUTIONS CENTER  
CHICAGO, IL 60677-1003

B & P SUPPLY  
260 COLUMBUS AVE  
PITTSFIELD MA

B & P SUPPLY  
260 COLUMBUS AVE  
PITTSFIELD MA

ORDER #	SHIP #	LOC.	SHIP VIA		COL / PPD	INVOICE #
151943-00		10	DO NOT SHIP		PREPAID	00160415
ORDER DATE	SHIP DATE	CUST #	PURCHASE ORDER #		JOB #	DATE
3/29/2004	3/29/2004	W04100	RMA	39610 1089	16	3/29/2004

[illegible]

INVOICE TOTAL

\$24.50-

SELLER REPRESENTS THAT ALL GOODS COVERED BY THIS INVOICE WERE PROCESSED IN COMPLIANCE WITH THE REQUIREMENTS OF SECTION 12 (A) AND ALL APPLICABLE REQUIREMENTS OF THE FAIR LABOR STANDARDS ACT OF 1938 AS AMENDED.

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WESTERN 000000122

**WESTERN PRODUCTS**

7777 NORTH 73RD STREET

P.O. BOX 245038  
MILWAUKEE, WISCONSIN 53224-9538  
414-364-2310

**INVOICE**

Page: 000001

**OUR REMITTANCE ADDRESS IS:**

WESTERN PRODUCTS DIVISION  
DOUGLAS DYNAMICS L.L.C.  
1340 SOLUTIONS CENTER  
CHICAGO, IL 60677-1003

**Sold-to:**

B & P SUPPLY  
260 COLUMBUS AVE  
PITTSFIELD MA 01201

**Ship-to:**

B & P SUPPLY  
260 COLUMBUS AVE  
PITTSFIELD MA 01201

ORDER #	SHIP #	LOC	SHIP VIA		COL / PPD		INVOICE #	
152026-00		10	DO NOT SHIP		PREPAID		00160551	
ORDER DATE	SHIP DATE		CUST #	PURCHASE ORDER #		JOB #	SL#	DATE
3/30/2004	3/30/2004		WD4100	RMA 39609			16	3/30/2004

LINE SEQ #	ITEM NUMBER DESCRIPTION	UOM	QTY'S:	ORDERED PRICES:	SHIPPED PER UNIT	BACKORDERED EXTENDED	NET
1	CREDIT MEMO RMA 39609 49089 CUTTING EDGE ASSY 8' P Disc%: 40.00	EA	1-	1-	74.62	0 74.62-	44.77-
2	WARRANTY CREDIT XLW WARRANTY LABOR CREDIT CR .5RHS @ \$55/HR TO R&R CUTTING EDGE ASSY - ALL EXCEPT HW	EA	1-	1-	27.50	0 27.50-	27.50-
THANK YOU FOR YOUR PROMPT PAYMENT							
Sales Amount							72.27-
Surcharges							2.24-
Freight							.00
Sales Tax							.00

CASH DISCOUNTS, WHEN OFFERED ARE  
APPLICABLE TO THE AMOUNT OF  
MERCHANDISE ONLY.

INVOICE TOTAL

\$74.51-

A LATE FEE OF 18% PER YEAR WILL BE CHARGED ON ALL PAST DUE ACCOUNTS TO THE EXTENT PERMITTED BY APPLICABLE LAW.

SELLER REPRESENTS THAT ALL GOODS COVERED BY THIS INVOICE WERE PROCESSED IN  
COMPLIANCE WITH THE REQUIREMENTS OF SECTION 12 (A) AND ALL APPLICABLE  
REQUIREMENTS OF THE FAIR LABOR STANDARDS ACT OF 1938 AS AMENDED.

ALL SALES SUBJECT TO WESTERN PRODUCTS CREDIT POLICY, WARRANTY MANUAL, AND TERMS OF SALE PREVIOUSLY PROVIDED TO CUSTOMER.

WESTERN 000000123



**WESTERN PRODUCTS****INVOICE**

Page: 000001

7777 NORTH 73RD STREET

P.O. BOX 245038  
MILWAUKEE, WISCONSIN 53224-9538  
414-354-2310

**OUR REMITTANCE ADDRESS IS:**

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DOUGLAS DYNAMICS L.L.C.  
1340 SOLUTIONS CENTER  
CHICAGO, IL 60677-1003

**Sold-to:**

B & P SUPPLY  
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PITTSFIELD MA 01201

**Ship-to:**

B & P SUPPLY  
260 COLUMBUS AVE  
PITTSFIELD MA 01201

ORDER #	SHIP #	LOC.	SHIP VIA		COL / PPD		INVOICE #	
152940-00	114301	10	UPS		WE-PAY WNTY		00161308	
ORDER DATE	SHIP DATE		CUST #	PURCHASE ORDER #		JOB #	SLs	DATE
4/19/2004	4/20/2004		WO4100	RMA 39560.1			16	4/20/2004

LINE SEQ #	ITEM NUMBER DESCRIPTION	UOM	QTY'S	ORDERED PRICES:	SHIPPED PER UNIT	BACKORDERED EXTENDED	NET
	ATTN SHIPPING: "ADD'L PARTS REQUIRED" REFERS TO LABOR ONLY						
	rma 39560.1						
1	49346	EA	1		1	0	
	CUTTING EDGE ASSY 7.5' P 1/2"				.00	.00	.00
	Disc%:		44.00				
2	N/C, WARRANTY REPLACEMENT						
	XLW	EA	1-		1-	0	
	WARRANTY LABOR CREDIT				27.50	27.50-	27.50-
	CR .5HRS @ \$55/HR TO R&R CUTTING EDGE ASSY - ALL EXCEPT HEAVYWEIGHT						
THANK YOU FOR YOUR PROMPT PAYMENT							
Sales Amount						27.50-	
Surcharges						.00	
Freight						.00	
Sales Tax						.00	

CASH DISCOUNTS, WHEN OFFERED ARE  
APPLICABLE TO THE AMOUNT OF  
MERCHANDISE ONLY.

1% 10 NET 30

INVOICE TOTAL

\$27.50-

A LATE FEE OF 18% PER YEAR WILL BE CHARGED ON ALL PAST DUE ACCOUNTS TO THE EXTENT PERMITTED BY APPLICABLE LAW.

SELLER REPRESENTS THAT ALL GOODS COVERED BY THIS INVOICE WERE PROCESSED IN  
COMPLIANCE WITH THE REQUIREMENTS OF SECTION 12 (A) AND ALL APPLICABLE  
REQUIREMENTS OF THE FAIR LABOR STANDARDS ACT OF 1938 AS AMENDED.

ALL SALES SUBJECT TO WESTERN PRODUCTS CREDIT POLICY, WARRANTY MANUAL, AND TERMS OF SALE PREVIOUSLY PROVIDED TO CUSTOMER.

WESTERN 000000124

**WESTERN PRODUCTS**

MAIL: P.O. Box 245038, Milwaukee, WI 53224-9538

SHIP: 7777 N 73<sup>rd</sup> Street, Milwaukee, WI 53223

PHONE: 414-354-2310 FAX: 414-354-8448; Sales 414-354-6664; Purchasing 414-354-1888

**WESTERN PRODUCTS  
TERMS OF SALE**1. Definitions.

In this Terms of Sale, the terms "you," "your," "authorized outlet," and "buyer" refer to the purchaser of any products (including but not limited to whole goods, parts and accessories) from Western Products. "We," "us," "our," and "Western Products" refer to Western Products, a division of Douglas Dynamics, LLC.

2. Products.

You may produce those products authorized by us from time to time, and we reserve the right to discontinue, withdraw or limit the sale of any and all products, and to change the design and specifications of the products.

3. Sole Terms and Conditions.

These Terms of Sale will govern all sales of products by Western Products to you. A PURCHASE ORDER OR OTHER OFFER OR CONFIRMATION OF PURCHASE CONTAINING ADDITIONAL OR DIFFERENT TERMS IS HEREBY EXPRESSLY REJECTED, AND YOUR ACCEPTANCE OF ANY PRODUCTS AND/OR YOUR PLACEMENT OF ANY ORDERS WITH WESTERN PRODUCTS INDICATES YOUR ASSENT TO THESE TERMS OF SALE.

4. Credit and Warranty Policies.

All product orders are subject to our acceptance and the terms of our standard Credit Policy and Warranty Manual, copies of which have been provided to you or are available upon your request, the terms of which are incorporated herein by reference. Our Credit Policy, the Warranty Manual and these Terms of Sale may be revised by us from time to time and shall become effective upon our publication of revisions to you and you agree to be bound by such revisions. Cancellation, modification, suspension or delay of your order will require our written approval.

5. Nonexclusivity.

Although Western Products uses care in selecting its authorized outlets, you agree that your approval as an authorized outlet in no way constitutes the grant of a franchise or other exclusive or special right to purchase or sell Western Products' products. There is no franchise fee or other charge to you, other than the costs of goods sold to you. We reserve the right to sell to others and to decline to sell to you for any reason or no reason, in our sole discretion, at any time.

6. Warranties.

The warranties set forth in our Warranty Manual, as revised from time to time, are exclusive and no other warranties, express or implied, including, without limitation, any implied WARRANTY OF MERCHANTABILITY OR FITNESS FOR A PARTICULAR PURPOSE, ARE MADE AND ARE HEREBY DISCLAIMED IN CONNECTION WITH ANY PRODUCTS SOLD TO YOU BY WESTERN PRODUCTS. THE REMEDIES SET FORTH IN OUR WARRANTY POLICY ARE EXCLUSIVE. UNDER NO CIRCUMSTANCES SHALL WESTERN PRODUCTS BE LIABLE FOR INCIDENTAL, CONSEQUENTIAL, PUNITIVE OR OTHER DAMAGES, OTHER THAN THE REMEDY OF REPAIR OR REPLACEMENT SET FORTH IN OUR WARRANTY MANUAL.

7. Shipment/Title.

All products are shipped FOB our designated plant. Risk of loss shall pass to you upon delivery to a common carrier or to your carrier at our plant. We retain, and you hereby grant to us, a security interest in all products sold to you until paid in full.



A DIVISION OF DOUGLAS DYNAMICS, L.L.C.

WESTERN 000000125

8. Taxes.

All taxes imposed on any and all transactions between us and you are your sole responsibility, other than taxes imposed upon the net income of Western Products.

9. Force Majeure.

We shall not be liable to you for any delay in delivery or other nonperformance caused by discontinuance or substantial interference with our business, in whole or in part, by reason of fire, flood, earthquake, tempest, labor dispute, war, act of God, embargo, civil commotion, governmental regulation, or any other cause beyond our reasonable control.

10. Logos and Trademarks; Proprietary Information.

"WESTERN®," Western Products, and the Western logo displayed in our literature are all trademarks of Western Products. You agree not to use the same, except with our express written consent. No such consent will grant you any license, and you will cease and desist in using any logos and trademarks of Western Products, upon written request from us. From time to time we may disclose confidential or proprietary information to you about us or our products and you agree to maintain such information in confidence so long as it is not publicly available.

11. Miscellaneous.

Neither these Terms of Sale nor the Warranty Manual or the Credit Policy may be modified except by a writing duly authorized by Western Products. All sales and other transactions between you and us are governed by the laws of the State of Wisconsin, without regard to conflicts of law principles. You represent and warrant us that you have all necessary licenses and permits to operate your business, including, without limitation, licenses and permits to sell our products and to install the same on motor vehicles, and further that you will comply with all applicable laws, regulations and governmental orders in the sale, installation and repair of our products. If any provision of these Terms of Sale, or the application thereof, is held to be unenforceable or invalid, *the remaining provisions shall not be affected thereby.* Neither these Terms of Sale nor any agreement for the sale of products between you and us can be assigned, without our express written consent. Nothing herein shall be deemed to create a relationship other than at will which may be terminated by us or you upon the giving of notice to the other.



**WESTERN PRODUCTS**

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**WESTERN PRODUCTS  
CREDIT POLICY**

Below we have provided the general terms of our credit policy. We expect that our policy will change from time to time and expect to be able to give our customers ample notice when changes occur. However, we do reserve the right to change this policy without notification.

**Security Interests and Guarantees**

As part of our credit policy at Western Products, we require customers to provide a guarantee by the businesses' ownership. We also require the business itself to grant a security interest, covering goods purchased from Western Products. This document must be accompanied by a form UCC-1 which your state requires for public notice. Forms for the security agreement, guarantees, and the UCC-1 will be mailed to you by our credit department for your signature.

In certain situations Western Products may also require customers to provide a letter of credit, promissory note, or another type of security to cover Western's interest in goods which we sell to you.

**Credit Limits**

Generally, Western Products' credit policy does not provide for a fixed credit limit for its customers. Instead, we offer a flexible credit system which is designed to match your credit needs to the seasonal sales effects of the snowplow and truck equipment industries. Therefore, our credit system recognizes our customers' greater demands in the pre-season and fall and lesser needs during the slower parts of the season. We reserve the right to modify the amount of credit we will extend at any time, in our sole discretion.

**Sales Terms**

Western may offer various credit terms for different products and promotions, including special pre-season terms. Outside of these programs, our standard credit terms are 1% 10, net 30. For customers who pay timely, these standard terms will provide an opportunity to earn an additional 1% discount by paying your invoices within ten days of your shipment. Of course if you would rather take the full thirty days to pay, this is an option as well at no cost.

**Past Due Accounts**

If you are unable to make your payment within the terms of the invoice, you should notify our credit department of the delay as soon as possible. By contacting the Western Products credit department, we can often work out an agreeable payment schedule. Those invoices which do fall past due will be subject to a late fee which is currently set at 1.5% per month (.79% per month for accounts in Alaska, Arkansas and Minnesota). In addition to the late fees, accounts which fall significantly past due or are habitually late will be subject to suspension or termination of credit. These terms apply to all orders and acceptance of such orders is expressly conditioned upon these terms, notwithstanding any language in any purchase order or other order document to the contrary.

Any account referred to an outside attorney for collection will be charged, and you agree to pay, all reasonable costs of collection. All of our sales are governed by, and you agree that your transactions with Western Products will be subject to the laws of the State of Wisconsin (without regard to conflict of law rules).

**Payment**

In general, credit terms will be stated on each invoice unless you are notified differently. Unless otherwise stated, standard credit terms of 1% 10, net 30, shall apply. In order to eliminate confusion please include the remittance copy of each invoice with your payment. If we do not receive your invoice remittance, payments will typically be applied to the oldest invoice first. We reserve the right to apply all payments received as we may elect, in our sole discretion.

As with any sound credit policy, a good payment history and up-to-date credit information is the best source for future credit approval. Your assistance here will be beneficial to both of us.

If you have any questions concerning our credit policy, or any other credit matters, feel free to give our credit department a call.

Rev 5/96a #2 credit policy.doc



A DIVISION OF DOUGLAS DYNAMICS, L.L.C.

**WESTERN 000000127**



**WESTERN PRODUCTS**

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Peter Dus  
B&P Supply  
260 Columbus Ave.  
Pittsfield, MA 01201

April 13, 2004

Dear Peter:

Based on discussions we have had, I understand that you are disappointed with the availability of our products this year. Last year was a very strong year for sales, and we were not able to keep up with the market demand at all times. We are making efforts to improve the availability of product in the future.

We have asked you on several occasions to provide us with specific details of items you feel you should receive a credit for. To date, we have not received any specific response from you.

I have talked with Bob Hannum and am aware of your request for compensation for lost plow sales. It would be unprecedented for us, or we think any other manufacturer, to reimburse a distributor for lost profit due to lack of product availability. We do not control the weather and can't possibly guarantee that distributors will receive as much product as they would like under all conditions. I would guess that most businesses involved in selling any type of snow removal equipment along the East Coast this year benefited from the strong sales caused by the weather, but at the same time may not have had as much product to sell as they would have liked.

Peter, you have been an excellent paying customer in the past. As a gesture of goodwill, we are willing to allow you to take the 1% cash discount on your past due invoices and will waive the \$1,800 a month in late fees that are accruing if you pay your balance within ten days of receipt of this letter. I hope this proposal is acceptable to you. Please call me as soon as possible to discuss payment arrangements.

It would be to our mutual advantage to put this behind us and focus on the upcoming season. I would prefer not to get our attorney involved in this process, but we will have no other choice if we can't resolve this quickly.

Sincerely,

A handwritten signature in cursive script that reads "Robert J. Young".

Robert J. Young  
Controller

Western Products  
866-334-3850 Ext 3942  
byoung@westernplows.com